A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 18, 1969

Publications round out U.S. exhibitions overseas

International Trade Winds Newsletter

Company News

INSTRUMENTS, CONTROL SYSTEMS—The Foxboro Co., Foxboro, Mass., has formed two new companies to serve the South American market for instruments and control systems. Foxboro Argentina, S.A. in Buenos Aires, will manufacture, sell and service instruments and control systems for the Argentine processing industry. Foxboro Brasileira Instrumentacao Ltda., Sao Paulo, Brazil, will provide technical consultation and product service to support Foxboro's other Brazilian operations. Foxboro Americana Inc., San Juan, Puerto Rico, expanded its facilities to provide more service, stock and office space for customers in the chemical, petroleum and mining industries in the Caribbean. Foxboro Mexico, S.A., Mexico City, opened its third Mexican branch with new facilities in Guadalajara.

DATA PROCESSING—IBM World Trade Corp., New York, through its affiliate IBM Deutschland, has established a data processing school in West Berlin to train IBM employees and customers in Germany. With 12 instructors and 11 classrooms, the school will be able to accommodate 5,000 students yearly. In addition to regular training programs, seminars for computer experts will be held at the school.

ENGINEERING—The Austin Co., Cleveland, has announced establishment of Austin Process, a multi-national process division of Austin's Italian operations with headquarters in Rome. The new office will be the sixth in Europe, all of which provide consulting, design, engineering and construction services to the petrochemical, pharmaceutical and food industries. In addition to processing industries, Austin also serves the mining, metallurgical, cement and forest product industries.

FLOOR, WALL COVERINGS—Congoleum Industries, Inc., Kearny, N.J., has granted Carpenter S.A.I.C. y F., Buenos Aires, a license to make and sell wall covering, coated paper, coated fabrics and floor coverings under an Argentine patent application. The patents involved relate to Congoleum's method of producing texture and design in foam vinyl products for use as floor and other surface coverings. Congoleum had previously granted licenses to firms in Canada, Holland, France and the United Kingdom.

The new Mid-America branch office of the Foreign Credit Insurance Association, located in Chicago, now has a permanent address: 100 N. La Salle St., Suite 810, Chicago, Ill. 60602. The Chicago FCIA branch, under the direction of manager Mario J. Lotti, has the help of a 14-man advisory committee from the insurance, banking and manufacturing fields. FCIA has its main office in New York, a branch in San Francisco, and representative offices in Boston, Cleveland, Houston and Miami.

The FCIA's Dutch counterpart, Netherlands Credit Insurance Co., Ltd., saw its international activity take a 36% jump in the last year. NCM, which like the FCIA is an example of cooperation between private industry and government, moved into new and larger quarters in Amsterdam earlier this year. The Dutch group has been in business 37 years.

Meanwhile, in Portugal a brand new cooperative insurance enterprise has entered that country's export scene. Compania de Seguro de Creditos has been set up with 60% of its initial capital of $3,520,000 subscribed by the Government and 40% by insurance companies, banks and private companies.

A practical new service to members of the American Society of International Executives is already drawing enthusiastic response in Philadelphia. A series of bulletins that offer specific hints, short cuts and new procedures in exporting has been prepared by the experienced Bill Lukens. First two releases are on Insurance and Letters of Credit. On the way: Short Cuts to Figure Net Prices from List Prices and Discounts, Overseas Commission Representatives, How to Assure Getting Prompt Replies from Concerns Given as Credit References, and Easiest Way to Figure Ocean Freight Charges. ASIE, Secretarial Suite, Sheraton Hotel, Philadelphia, Pa. 19103 is the issuing office.

How to interest today's youth in international business activities is a subject that may well push its way into world traders' seminars this fall—and not only in the U.S. The American Chamber of Commerce in Mexico City, for example, has already held such a seminar, with talks on corporate policies to attract and adapt youthful recruits, and communicating with youth and with the market that young people represent.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Maurice H. Stans
Secretary

Rocco C. Siciliano
Under Secretary

K. N. Davis, Jr.
Assistant Secretary for Domestic and International Business

Harold B. Scott
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Scenes from the commercial library set up adjacent to the exhibition area in the Tokyo U.S. Trade Center show how Japanese businessmen can supplement the information they receive from exhibiting firms by consulting trade journals, buyers' guides and other commercial publications. Thousands of these practical reference sources have been sent overseas to exhibitions at Trade Centers and trade fairs and in conjunction with Trade Mission consultations. Story is on page 2.

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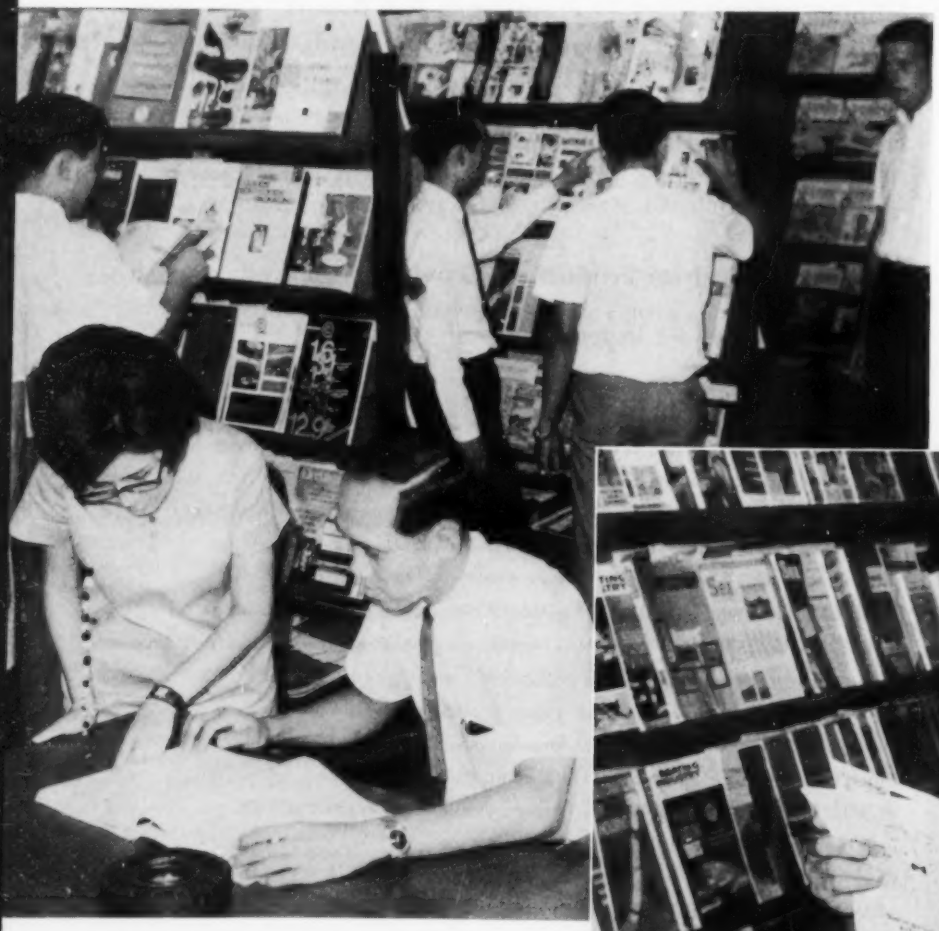
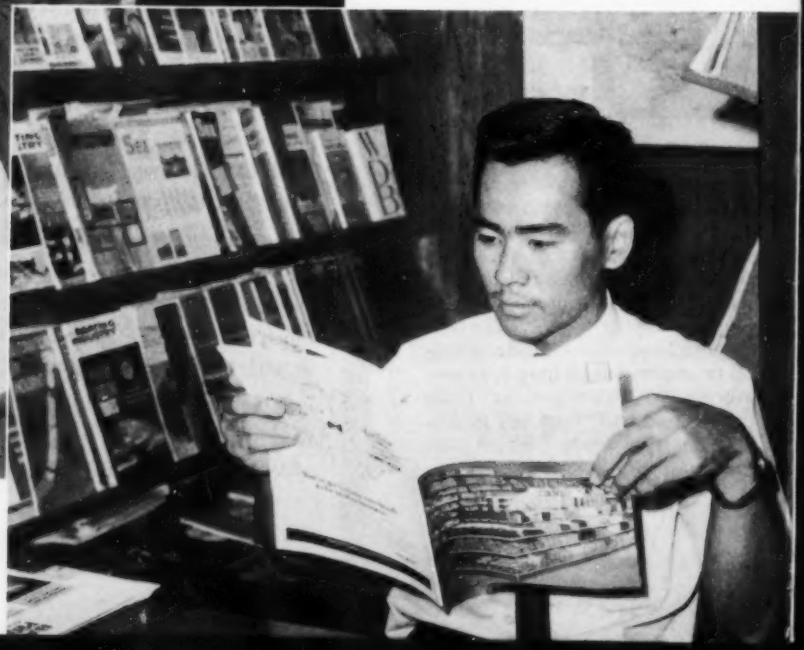
AT TOKYO, BANGKOK U.S. TRADE CENTERS these publications support nearby company displays. Above, a visitor scans trade journals related to an advanced medical equipment show at Tokyo; below, Thai businessmen receive translation help at Bangkok, and a visitor concentrates on *Candy Marketer*.





Publications pai

Over 1 million volumes give

"I expect a building boom in Thailand's southern provinces and I foresee a market for aluminum screening. I've seen the products on display here, and now I want to see more. Can you help me?"

This question was directed to an exhibition official at the Bangkok U.S. Trade Center by a representative of a Thai construction company at the June Aluminum Technology and Products Exhibition and Seminar.

A few feet away from the exhibition area at the Trade Center a library had been set up.

"You'll find that information in our reference library. Here are *Building Construction*, *American Building Supplies*, *Automation in Housing* and *Architectural Metals* to name a few; also, there are annuals, buyers' guides and directories to help. And if you need assistance with translation, just ask," the U.S. official replied.

Scenes like this are familiar at U.S. Trade Center and commercial exhibitions. Libraries assembled by the Commerce Department's Office of International Trade Promotions (OITP) from technical journals, magazines, trade publications, buyers' guides, indexes, annuals and periodicals accompany most exhibitions.

The materials, while aiding foreign businessmen in locating available U.S. goods and services, at the same time aid the donor publishers by broadening circulation. They are gathered in the U.S. by the OITP Washington staff.

Another type of library OITP assembles is a broad collection of per-

with exhibitions

Commerce by publishers

manent commercial reference materials including buyers' guides, directories and annuals which are maintained at key U.S. embassies and consulates to aid foreign commercial officers and overseas businessmen.

Commenting on the importance of materials given to OITP for distribution in its libraries, Robert D. Sharpe, who directs this distribution from OITP's Washington headquarters, said, "Our records show that more than 1 million volumes have been donated by U.S. publishers and that their value exceeds $1 million. Since only a few representatives of each U.S. industry can be accommodated in the display space at most exhibitions, the libraries prove to be invaluable in rounding out for our overseas visitors a complete picture of what the American industry has to offer."

During the past year, 57 Commerce-sponsored events staged in 18 nations had commercial reference libraries supporting the exhibitions' or missions' themes. All of the nearly 5 million visitors to these shows had access to the reference materials.

The library service originated in 1956 in support of Commerce's trade missions program. It quickly grew to include the exhibitions.

After exhibitions and missions close, reference materials are turned over to the nearest U.S. Embassy or Consulate, or are donated to a local Chamber of Commerce or trade association as a continuing source of information about the U.S. business world.

AT STOCKHOLM, LONDON CENTERS, businessmen seeking additional information on what the U.S. offers in their field study the reference materials. Above, a visitor at Metallurgy '69 in Stockholm reads a current issue of *Foundry*, while, below, British exhibition visitors inspect American publications.

AT MILAN, FRANKFURT CENTERS permanent buyers' guides, annuals and directories are moved temporarily to exhibition libraries. Left, a Milan businessman seeks further information on products in his business, and a visitor to a Frankfurt U.S. Trade Center show, right, enlists aid in translating.

Stans appoints 36 to national export group

Gerstacker to continue as NEEC head; Council meets Sept. 11

Secretary of Commerce Maurice H. Stans has named 36 business, labor and professional leaders as new members of the National Export Expansion Council. Appointments are for two-year terms.

"Trade expansion is a priority goal of this Administration, and we need the active support of the best business brainpower available to attain it," Secretary Stans said in making the announcement.

"I look to the National Export Expansion Council to intensify efforts to improve our Nation's balance of payments, and to help us reach our national goal of $50 billion a year in exports by 1973."

Carl A. Gerstacker, chairman of the board of the Dow Chemical Co., Midland, Mich., will continue to serve as Council chairman. John R. Kimberly, chairman of the board of Kimberly-Clark Corp., Neenah, Wis., will serve as vice chairman.

The Council will meet Sept. 11 in Washington. The new Council members are:

Lee Collins, President, Collins Microflat Co., Hawthorne, Calif.; John T. Connor, Board Chairman, Allied Chemical Corp., New York; William P. Drake, Chairman, Pennwalt Corp., Philadelphia; Richard W. Ems, District Sales Manager, Pan American World Airways, Portland, Ore.; J. Robert Fluor, Chairman, Fluor Corp., Ltd., Los Angeles; John M. Fraser, Jr., Vice President, Rhode Island Hospital Trust National Bank, Providence, R.I.

Also James M. Gavin, Chairman, Arthur D. Little, Inc., Cambridge, Mass.; T. J. Gibson, Manager, Gates Export Corp., Denver; A. J. Gould, Vice President, Eastman Kodak Co., Rochester, N.Y.; A. R. Gould, President, Honolulu Iron Works Co., Honolulu, Hawaii; Robert V. Hansberger, President, Boise Cascade Corp., Boise, Idaho; Frederick Heldring, Vice President, Philadelphia National Bank, Philadelphia.

Also Melvin C. Holm, Chairman, Carrier Corp., Syracuse, N.Y.; O. A. Jackson, Consultant, International Trade and Travel Federation of Rocky Mountain States, Inc., Denver; Jenkin Lloyd Jones, President, U.S. Chamber of Commerce, Washington, D.C., and editor-publisher, Tulsa Tribune, Tulsa, Okla.; James R. Kennedy, Board Vice Chairman, Celanese Corp., New York; Eugene F. Kindler, International Division Vice President, 3 M Co., St. Paul, Minn.; L. Evert Landon, Chairman, Nalley's Fine Foods, Division of W. R. Grace & Co., Tacoma, Wash.

Also Theodore F. Lange, Vice President, First National Bank of Forth Worth, Tex.; F. E. Leib, Vive President, Copperweld Steel Co., Pittsburgh; Edward B. Leisenring, Jr., President, Penn Virginia Corp., Philadelphia; Charles E. Lord, President, Hartford National Bank and Trust Co., Hartford, Conn.; Robert J. Murphy, Vice President, The Boeing Co., Washington, D.C.; E. D. Rollert, Executive Vice President, General Motors Corp., Detroit.

Also Nicolas M. Salgo, Chairman, Bangor Punta Corp., New York; B. A. Schepman, President, Eimco Corp., Salt Lake City, Utah; David C. Scott, Chairman and President, Allis-Chalmers Corp., Milwaukee, Wis.; Lee R. Seifert, Vice President, First National Bank, Mobile, Ala.; Norman M. Sewell, Export Manager, Correct Craft, Inc., Orlando, Fla.; Charles B. Shuman, President, American Farm Bureau Federation, Chicago.

Also Spyros S. Skouras, Liner Council Chairman, American Institute of Merchant Shipping, Washington, D.C., and President, Prudential Lines, New York; Henry F. Stevens, Credit Manager, Export-Import Division, Chrysler Corp., Detroit; T. J. Tully, President, International Marketing and Consulting Corp., Cincinnati; Gilbert H. Vorhoff, Vice President, Hibernia National Bank in New Orleans; Walter C. Wattles, President, Parker & Co. of Georgia, Inc., Atlanta; George H. Weyerhaeuser, President, Weyerhaeuser Co., Tacoma, Wash.

Metal plant in Brazil gets Eximbank credit

The Export-Import Bank has authorized a $5.5 million credit to Industria e Comercio de Mineros, S.A. (ICOMI) to finance purchases of U.S. machinery and equipment required for construction of a new manganese pellet plant at Santana, Amapa, Brazil. Total cost of the project is estimated at $15 million.

ICOMI, which supplies manganese ore to United States, European and Japanese steel industries is 51% owned by Brazilian Companhia Auxiliar de Empresas de Mineracao—CAEMI, and 49% by Bethlehem Steel Corp., Bethlehem, Pa. Bethlehem Steel will guarantee the Eximbank credit to ICOMI.

Disbursements of $55 million made to ICOMI by Eximbank following a 1952 loan authorization for the exploitation of the Amapa manganese deposits were repaid in full in 1962, five years after ICOMI started operations.

Additional loans

During 1969 the Eximbank has authorized three additional loans for companies in Brazil to finance purchases of U.S. machinery, services and equipment. Most recently, $8.4 million was approved to help one of Brazil's airlines, Viacao Aerea Sao Paulo, to purchase five Boeing 737 jet aircraft; $7.2 million went to help with installation of two 16.5-megawatt steam electric generating units in the Amazon region; and $1.7 million was authorized for the Tupy iron works foundry of Joinville, Santa Catarina, to purchase machinery, equipment and services.

Eximbank has also authorized other loans for Brazilian firms in recent years including $2.3 million in 1968 to help finance an earth satellite receiving and transmitting station near Rio de Janeiro.

Several Alliance for Progress loans by Eximbank were authorized. One for $30 million in 1968 was to modernize a steel plant at Volta Redonda, in the State of Rio de Janeiro. Since 1940, the bank has extended five credits totalling $141 million to finance sales of U.S. equipment for the Volta Redonda plant.

Other Alliance for Progress loans included: $17.7 million in 1968 to open and improve mines and purchase railway equipment including 12 locomotives; $9.9 million in 1968 to help VARIG Airlines purchase three Boeing 707-320C aircraft; and $20.6 million in 1967 for enlargement of a polyethylene plant at Cubatas, Sao Paulo.

IDA funds replenished

The World Bank's International Development Association (IDA) has announced that the Second Replenishment of IDA's resources came into effect on July 23, with the formal notification to IDA of U.S. agreement to participate.

Under this Replenishment, about $1,200 million is to be added to IDA's funds by 18 contributing member countries plus Switzerland, a non-member. At the present time, 16 member countries, contributing $1,119 million, have formally agreed to participate. These funds will enable IDA to continue making commitments to help finance development projects in the poorer countries in the IDA membership.

Roadbuilders' mission reports on markets in Brazil, Argentina

Group visits Rio, Sao Paulo, Buenos Aires, studies projects

Some specific business relationships are in the process of being established in Brazil and Argentina as a result of the American Road Builders' Association trade mission to South America last spring, says its Director, Fitzgerald S. Hudson, who is president of Collier Cobb & Associates, Inc., Chapel Hill, N.C.

The mission trip "leaves open many opportunities for U.S. and South American contractors to get together on projects of mutual interest," says Hudson.

The ARBA mission was the second to be organized by the Association and approved by the Commerce Department. Three agencies were established as a result of the first, to Central America, in November 1967.

The eight-man group, reporting recently on its visit to Rio de Janeiro, Sao Paulo, and Buenos Aires March 1-20, has recommended that its association consider organizing future missions.

In the three cities, the road builders talked with public government officials about planned highway, airport, and other heavy construction programs, and about U.S. contractors' capabilities and methods.

The businessmen explored possibilities of utilizing local contractors in sub-contracting and in joint ventures. They studied local sources of supply of equipment, parts, materials, and manpower. They met with local affiliates of the International Road Federation to consult on the benefits of and the need for accelerated highway construction programs in South America.

In addition to the Director, mission members were: R. B. Barkley, Sanford Construction Co., Sanford, N.C.; R. E. Barnhill, Barnhill Contracting Co., Tarboro, N.C.; Wilson C. Hewitt, Moore Bros. Co., Verona, Va.; John E. Maitland, Maitland Bros., Littlestown, Pa.; H. W. Reece, Reece Construction Co., Inc., Scandia, Kan.; Robert Scaglione, Seaboard Surety Co., New York; and Burton F. Miller, executive vice president of the American Road Builders' Association.

The sponsoring organization is comprised of more than 5,000 professional and commercial members in all facets of road building in the United States.

International policy among functions

A goal of strengthening the international economic position of the United States is one of six major missions and functions currently set for the U.S. Department of Commerce. A definition of these functions was recently sent to Members of Congress by Commerce Secretary Maurice H. Stans.

The six broad categories, and the agencies related to each, are:

► Participating with other Government agencies in the creation of national policy through the President's Cabinet and its subdivisions (Cabinet Committee on Economic Policy, Urban Affairs Council, Environmental Quality Council).

► Promoting progressive business policies and growth (Business and Defense Services Administration, Office of Field Services).

► Assisting states, communities and individuals toward economic progress (Economic Development Administration, Regional Planning Commissions, Office of Minority Business Enterprise).

► Strengthening the International economic position of the United States (Bureau of International Commerce, Office of Foreign Commercial Services, Office of Foreign Direct Investments, U.S. Travel Service, Maritime Administration).

► Assuring effective use and growth of the nation's scientific and technical resources (Environmental Science Services Administration, Patent Office, National Bureau of Standards, Office of Telecommunications, Office of State Technical Services).

► Acquiring, analyzing and disseminating information concerning the nation and the economy to help achieve increased social and economic benefit (Bureau of the Census, Office of Business Economics).

U.S. world Chamber arm names new Council head

Willis C. Armstrong, with 28 years of government service, largely in the field of international economic policy, has been named president for the U.S. Council of the International Chamber of Commerce. He succeeds Christopher H. Phillips, who has resigned to become Deputy U.S. Representative to the United Nations Security Council.

For the past two years, Armstrong has been Associate Dean of the School of International Affairs at Columbia University. At the time he retired from the U.S. Government in September 1967, Armstrong was Economic Minister at the U.S. Embassy in London.

Twelve years of Armstrong's government service was spent in the State Department's Bureau of Economic Affairs dealing with commercial policy, with tariff and trade negotiations, with problems of commodities and fuels and with East-West trade. He held a number of positions in this Bureau and at one point was Acting Assistant Secretary of State for Economic Affairs.

As president of the Council, Armstrong will work with leading American businessmen concerned with international trade and investment and monetary affairs. The U.S. Council, one of 42 national groups of the Paris-based International Chamber, seeks to promote world economic growth through cooperation and private enterprise.

Foreign loan arrangements may need prior approval

Domestic companies contemplating foreign financing arrangements involving parallel domestic and foreign loans may require specific authorizations under the Foreign Direct Investment Regulations, Richard P. Urfer, Director of the Office of Foreign Direct Investments has said.

Various forms of these financing arrangements have been brought to the attention of the Office through recent case submissions. An example of the kind of parallel financing being reviewed by the Office involves a loan by a foreign company to a foreign affiliate of a domestic company linked to a corresponding loan by the domestic company to a domestic affiliate of the foreign lender, the repayment of the loans being guaranteed by the respective companies.

Urfer stated that the effect on the objectives of the Foreign Direct Investment Program of these transactions, which depends upon the particular circumstances of each case, is being studied closely now.

Direct investors are advised to discuss foreign financing arrangements of this nature with the Office prior to completion.

French Government devaluation puts franc at 18c exchange rate

Officials say move aimed to stem future pressures on franc, curb exchange and gold losses; price freeze also decreed

In an unexpected announcement on Aug. 8, the French Government devalued the franc by 11.1% of its official gold equivalent. This means the franc is now worth 18 U.S. cents instead of 20.25 cents and will be exchanged at 5.55 instead of 4.94 francs to the dollar.

French Government officials indicated that this move was required to stem prospective pressures and massive foreign exchange and gold reserve losses. French foreign exchange and gold reserves (including International Monetary Fund deposits available for drawing), which had totaled almost $7 billion on Apr. 30, 1968, had fallen to $3.6 billion on July 31, 1969. In addition, France's liabilities to foreign banks and institutions rose to $1.2 billion, leaving net reserves of $2.4 billion. Losses of reserves had run at a rate of $500 million per month in the second half of 1968 and at $300 million per month in the first half of 1969. If losses continued at this rate, net reserves would have dropped close to zero by the end of this year.

According to French Finance Minister Giscard d'Estaing, the extent and timing of the devaluation took account of the fact that the real value of the franc had recently been 11 to 12% below its theoretical value, as indicated by gold price disparities and forward rates of the franc in major financial centers. To maintain the old parity would have called for excessively stringent domestic measures at a time when restraints applied by some of France's major trading partners are likely to dampen world demand.

Earlier measures have helped

The Finance Minister noted that the step was not induced by current pressures. In fact, fiscal and monetary measures previously initiated had resulted in some external improvement. Specifically, foreign reserve losses of $306 million in June 1969 were cut in half in July to $138 million.

The devaluation, in concert with policies to be announced in September, is expected to restore equilibrium without excessively deflating the French economy.

As a transitional step in its program to exploit the full potential of the franc devaluation, the French Government ordered a nation-wide price freeze to block any inflationary surge. The decree freezes industrial prices and retail mark-ups at their August 8 level until September 15. Exemptions will be granted only if a company can prove that it must pay more for imported materials because of the devaluation.

In a meeting in Brussels on Aug. 11, Finance and Agricultural Ministers of the six Common Market countries agreed to special arrangements permitting France to maintain temporarily import and export prices of agricultural products at their pre-devaluation levels. The arrangements concern products subject to the Common Agricultural Policy.

Franc zone countries follow suit

The 14 African countries of the French Franc Area having special financial arrangements with France have unanimously decided to maintain the parity between their currencies and the French franc. Accordingly, they devalued their own currencies in proportion to the French adjustment. The devaluation will have a large impact in these countries because their economies are heavily dependent on imports. In the future, therefore, the Franc Zone countries may rely even more heavily on imports from France than they have in the past.

The 14 countries are Mauritania, Mali, Senegal, Ivory Coast, Upper Volta, Niger, Dahomey, Togo, Chad, the Central African Republic, Gabon, Congo (Brazzaville), the Malagasy Republic and Cameroon.

The U.S. Treasury Department has stated that the French devaluation "will not affect the value of the United States dollar," and, furthermore, that the adjustment "can be accommodated within the framework of existing exchange rates."

U.S. Embassy opens in new nation of Equatorial Guinea

The U.S. Embassy in Santa Isabel, capital of the Republic of Equatorial Guinea, was officially opened on Aug. 1. Equatorial Guinea's independence from Spain dates from Oct. 12, 1968.

The United States has maintained official diplomatic relations with the country since Albert W. Sherer presented his Ambassadorial credentials to Equatorial Guinea's President Francisco Macias Ngeuma on Nov. 21, 1968. Ambassador Sherer is also accredited to Togo and is resident in Lome, the Togolese capital.

The Deputy Chief of Mission for Equatorial Guinea is Albert N. Williams, who has served as the resident U.S. representative in the country since January of this year. Williams has been designated U.S. Charge d'Affaires, ad interim, when acting for Ambassador Sherer.

Equatorial Guinea is comprised of the former overseas provinces of Spain known as Rio Muni and Fernando Poo. The mainland part of the country (formerly Rio Muni) is located on the Atlantic coast of Africa between Cameroon and Gabon and the island portion (formerly Fernando Poo) is situated off the coast of Cameroon. Santa Isabel is located on the northern part of the island.

Eximbank authorizes credit to Ghanaian aluminum firm for purchase of U.S. goods

The Volta Aluminum Co. Ltd. (VALCO) of Ghana has been authorized a $10.5 million loan by the Export-Import Bank. The loan is designed to help finance the purchase of U.S. goods and services required for expansion of VALCO's smelting capacity.

VALCO began operations through an Eximbank loan of $110 million in 1962. The construction financed with that credit is now complete, but market forecasts indicate that the additional capacity of a fourth potline is needed to meet future demand. VALCO is owned 90% by Kaiser Aluminum & Chemical Co. and 10% by Reynolds Metals Co. The total cost of the expansion program is $24 million, of which $5 million are non-U.S. costs. The difference between Eximbank's credit and the remaining dollar costs will be provided by VALCO.

This is the first Eximbank loan to a Ghanaian firm since early 1968, when a $2.8 million credit was supplied to help finance the purchase of American machinery, equipment, and services needed to establish Ghana's first tire factory. It brings to over $145 million the total amount authorized by Eximbank to finance Ghanaian purchases of American goods and services; over $128 million of this total has gone to VALCO.

Worldwide import rules reviewed for exporters

Digest summarizes latest requirements for import licenses, exchange regulations, controls

Prepared in the Office of International Regional Economics

Import license and exchange permit requirements, as of August 1969, of more than 140 foreign Governments are summarized below.

Countries are listed alphabetically under five regional groupings.

Many countries do not permit import of foreign goods without import licenses, which must be obtained by the buyer. Such licenses are imposed largely to control the flow of trade for balance-of-payments reasons.

Where an open general license system is in effect, it customarily means that no specific license is needed for individual imports.

Quotas may be used in conjunction with import licenses, restricting imports to a definite quantity of certain classes of goods for a specified period. Quotas usually are allocated to individual countries or groups of countries, or a global quota may be set up on a first-come, first-served basis.

Many countries require the importer to obtain an exchange permit for foreign currency to pay for the import. In some of these countries, foreign exchange controls take the place of import licenses. These controls may be imposed to conserve exchange for purchase of those imports considered essential, or to apportion available exchange among importers.

Foreign exchange controls

In these cases, the foreign Government assumes control over all foreign exchange arising from the country's exports, with power to release it to importers desiring foreign means of payment for imports.

In cases where both import licenses and exchange permits are called for, some countries provide for the automatic release of the necessary foreign exchange when granting the import license.

The import license must sometimes be granted before goods can be ordered, and the exchange permit, when required, must also be obtained before the importers can make payment. U.S. exporters are urged to make certain before shipping that the foreign importer has obtained the required license, and they should insist on being furnished the identifying number or symbol of the permit.

The regulations listed below apply primarily to goods of U.S. origin and to other goods payable in U.S. dollars. They update a tabulation of world import and exchange permit requirements published in INTERNATIONAL COMMERCE, August 26, 1968.

More detailed information on licensing and exchange control regulations of individual countries is published in the Overseas Business Reports (OBR) series entitled *"Foreign Trade Regulations of (country)*," available for 15 cents each, from Commerce Department Field Offices and from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. For convenience, the number of each current OBR covering foreign trade regulations of a country is included if available.

ALGERIA—Import license required for a number of products which are subject to import quotas. Licenses valid for three to six months and cannot be renewed or extended. Most imports require exchange permits. OBR 64-122.

BOTSWANA—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under one rand—U.S. $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. "Consumer requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured. OBR 68-33.

BURUNDI—Import license required for all imports and is valid for six months. Granting of license assures release of foreign exchange.

CENTRAL AFRICAN CUSTOMS and ECONOMIC UNION—Central African Republic, Chad, Congo (Brazzaville), Gabon, and Cameroon—Import license required for non-franc zone countries, Exchange Office visa necessary on license, issuance of which assures release of foreign exchange. Licenses, valid for six months from date of issuance of exchange visa, renewable for two periods of three months each for non-capital goods and for three periods of six months each for capital goods. OBR 64-98.

CONGO (Kinshasa)—Import license required for only a small number of commodities. Most goods enter freely. Foreign exchange guaranteed provided importer files Declaration of Imports with National Bank following placing of order abroad. Issuance of licenses, where required, is on a four month basis. OBR 68-6.

DAHOMEY—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required, but issu-

ance of license usually carries right to foreign exchange. OBR 64-60.

ETHIOPIA—Import license not required, but exchange license must be obtained from the National Bank of Ethiopia before payment can be authorized. Validity of exchange permit generally restricted to 90 days but in some cases may be extended. OBR 66-12.

FRENCH TERRITORY OF AFARS and ISSAS—No import license necessary except for certain drugs. Exchange permit not required.

GAMBIA—Most goods imported under Open General License; a few excepted items require a specific license. Licenses usually valid for one year. Exchange authorization required, but license usually carries right to foreign exchange.

GHANA—Specific import licenses required for most goods except for a few miscellaneous commodities which may be imported under Open General License. Licenses, normally valid for six months or one year, carry right to foreign exchange. OBR 66-77.

GUINEA—Imports are strictly controlled and require licenses, with very few exceptions. Import licenses assure release of foreign exchange, but imports from U.S. generally not approved if same articles are available from countries which have trade agreements with Guinea.

IVORY COAST—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange. OBR 64-60.

KENYA—Commodities imported under Open General License or a specific import license, valid from date of issue until end of calendar year. Exchange permit issued by an authorized bank is required, but granting of license usually guarantees release of foreign exchange. OBR 66-40.

LESOTHO—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under one rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to Mar. 30 of the following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured. OBR 68-33.

LIBERIA—Import license necessary for only a few items. Exchange permit not required. OBR 64-90.

LIBYA—Most items imported under Open General License but some require a specific license. For goods originating in United States, licenses are valid for six months and may be extended for three months. Longer periods of validity may be granted for imports of industrial or agricultural machinery. Foreign exchange automatically allocated for licensed imports. OBR 65-29.

MALAGASY REPUBLIC—Import licenses, based on global quota, required for goods from United States. Licenses are valid for six months and usually are issued in March and September. Two successive extensions of three months each may be granted. License assures release of necessary foreign exchange. OBR 68-82.

MALAWI—Import license required. Goods admitted with either an Open General License or a specific license, usually valid for six months. License carries right to foreign exchange. OBR 68-2.

MALI—Imports subject to import licenses issued in accordance with government import program that assigns quotas for each import commodity. Licenses valid for six months and in exceptional circumstances renewable for an additional three months. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 64-60.

MAURITANIA—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 64-60.

MAURITIUS—Imports subject to either Open General License or a specific license. Licenses usually valid for one year. Exchange authorization required but license in most cases carries right for foreign exchange.

MOROCCO—Imports divided into two groups: those which may be imported freely and those which require a specific import license when imported from any country. Licenses, valid for six months, usually carry right to foreign exchange. OBR 68-102.

NIGER—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 64-60.

NIGERIA—Many imports admitted under Open General License but most consumer goods require a specific license. Exchange authorization required, but issuance of license usually guarantees release of foreign exchange. Period of time for which each individual license is valid is stated thereon. OBR 69-14.

PORTUGUESE OVERSEAS PROVINCES, including ANGOLA, MOZAMBIQUE, and PORTUGUESE GUINEA—Imports from United States subject to licensing and prior registration with Foreign Commerce Board. Licenses normally granted only for items deemed essential and not available from Portugal or any of its overseas provinces. Licenses usually valid for 90 days and may be extended if application stating reasons for extension is filed before expiration date. Exchange permit required

IVORY COAST REQUIRES LICENSES for most imports from the United States, but ESSO and many other U.S. firms have found good export and investment opportunities, like this service station, in the country.

but license normally assures release of foreign exchange. OBR's 67-4, 66-85.

RWANDA—Import license necessary. Valid for six months from first of month following date license is stamped with exchange visa. Licenses for goods considered essential to economy carry right to foreign exchange. Licenses granted for other goods do not include official allocation of exchange.

SENEGAL—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 64-60.

SIERRA LEONE—Many items admitted under Open General License, but most consumer goods subject to a specific license. Licenses usually valid for one year. Exchange permit required, but normally readily granted for legitimate trading transactions. OBR 67-28.

SOMALI REPUBLIC—No import license is required on most products. Licenses are required for certain listed goods and are valid for four months. If goods are imported under letters of credit licenses are valid for six months. Exchange authorization is not required except where a license is mandatory. OBR 67-30.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—U.S. $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements," are subject to quotas. Licenses issued during any calendar year are valid for shipment up to Mar. 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured. OBR 68-33.

SOUTHERN RHODESIA—Import licenses required and are presently issued only for the most essential commodities due to limited foreign exchange. Issuance of license assures release of foreign exchange. (In view of the current situation in Southern Rhodesia, U.S. businessmen planning to do business with that country may wish to contact the Department of Commerce or their nearest Field Office for information).

SUDAN—Goods considered essential for economic development or consumption and other miscellaneous items can be imported under Open General License. Goods which compete with locally produced commodities or are considered luxuries admitted only under a specific import license. Automobiles with a c.i.f. value exceeding 500 Sudanese pounds (1 Sudanese pound = US $2.87) are not licensed, except with special permission. Licenses, valid for three months, may be extended if justifiable reasons are given at least three weeks before expiration date. Exchange authorization required, but license usually assures release of necessary foreign exchange. OBR 66-63.

SWAZILAND—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—U.S. $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements," are subject to quotas. Licenses issued during any calendar year are valid for shipment up to Mar. 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured. OBR 68-33.

TANZANIA—Many commodities imported under Open General License but most consumer goods require a specific import license. Licenses normally valid for six months. Issuance of license usually assures release of necessary foreign exchange. OBR 66-40.

TOGO—Import license required. Valid for six months, but can be renewed twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization necessary, but import license usually carries right to foreign exchange. Licensing does not favor franc zone goods. OBR 64-60.

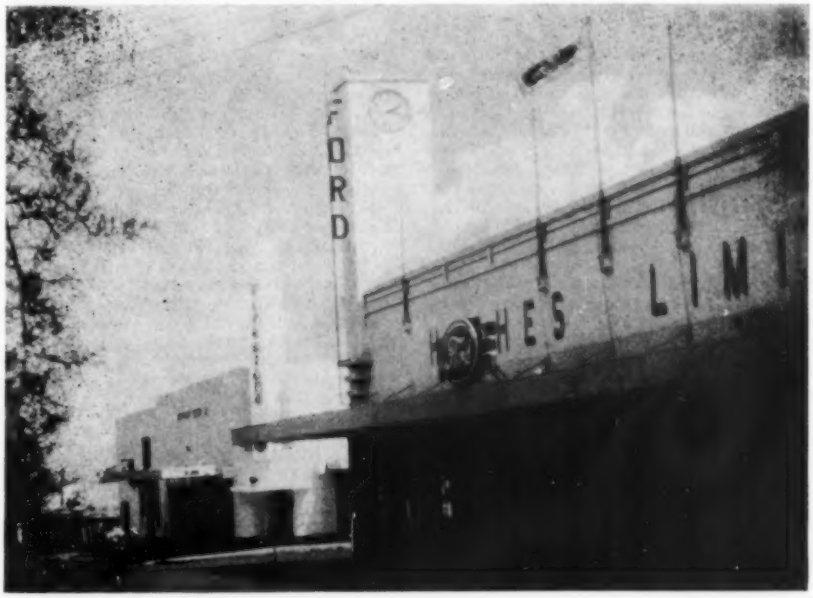
TUNISIA—Import license required. For importation of certain capital goods and raw materials considered essential there are no quantitative restrictions, and issuance of license is usually assured. Such items are known as liberalized goods. Nonliberalized commodities, subject to quotas or a special import program, are more strictly licensed. Many nonessential items require advance deposits ranging from 25 to 100% before license is issued. Licenses usually valid for six months. Exchange authorization required, but issuance of license usually assures release of necessary foreign exchange. OBR 65-56.

UGANDA—Import license not required for importation of most goods into Uganda. Other goods require a specific import license which is valid for 6 months. Banks are authorized to make payment for imports in any currency on production of proof by importer in Uganda as to value of goods and that they have been or will be imported. OBR 66-40.

UPPER VOLTA—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 64-60.

ZAMBIA—Import license required. Goods are admitted with either Open General License or a specific license, usually valid for six months. License carries right to foreign exchange. OBR 67-20.

COMMODITIES ARE IMPORTED INTO KENYA under an Open General License or special license. The growing U.S. business presence in Kenya includes these Ford and Firestone outlets in the city of Nakuru.



AUSTRIA—Majority of imports liberalized. Only small number of agricultural items require prior application for import licenses. Licenses normally valid for six months; may be extended for justifiable reasons. No separate exchange permit required. OBR 68-69.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required, and are valid for four months. No separate exchange permit required. OBR 68-108.

BULGARIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

CZECHOSLOVAKIA—Practically all imports are made by government agencies according to plan and do not require an import license or an exchange permit.

DENMARK—Import licenses required only for limited list of nonliberalized products. License usually issued for 12-month period. No separate exchange permit required. OBR 67-92.

FINLAND—Import license required only for a limited list of nonliberalized products. License usually valid for six months. No separate exchange permit required. OBR 67-68.

FRANCE—Ordinarily no import license necessary, except for limited number of mainly agricultural products, with licenses valid generally for six months and no exchange permit required. OBR 67-91.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for certain agricultural products; a few nonagricultural items also require licenses but these are freely granted. Licenses normally valid for six months. No separate exchange permit required. OBR 68-30.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; Government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

GREECE—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with authorities. Bank of Greece approval required for goods imported under AID authorization. OBR 69-25.

HUNGARY—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license not necessary for items on extensive free list. For all other items import license required; usually valid for six months. Exchange permit required, except for free list imports. OBR 64-107.

IRELAND—Import licenses required only for a few products. License normally valid for maximum of six months. Exchange permit not required, except for importations from United States exceeding £2,000 ($4,800) for each transaction. OBR 64-64.

ITALY—Import licenses required only for a limited number of items. Licenses generally valid for six months. No exchange permit required. OBR 68-40.

LUXEMBOURG—Import licenses required only for small number of products. Licenses usually granted freely, are valid for four months. No separate exchange permit required. OBR 68-108.

MALTA—Import licenses required for relatively few items. Licenses usually valid for eight months.

NETHERLANDS—No import license necessary, except for a small number of products. Validity period of import licenses usually conforms to delivery terms of sales contract and may be extended. No separate exchange permit required. OBR 69-41.

NORWAY—Import license required only for a limited list of nonliberalized products. Validity period usually indicated on license. No separate exchange permit required. OBR 64-137.

POLAND—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses necessary but are granted automatically for most products. Valid for six months and can be extended for six months, or even longer where justified. The import license also serves as an exchange permit. OBR 66-61.

ROMANIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—Import license not necessary except for nonliberalized products. The import license also serves as an exchange permit. License generally valid for six months. OBR 68-85.

SWEDEN—Import license required only for automobiles and certain agricultural products. Licenses for automobiles are granted freely. No separate exchange permit required. Validity period usually indicated on license. OBR 65-14.

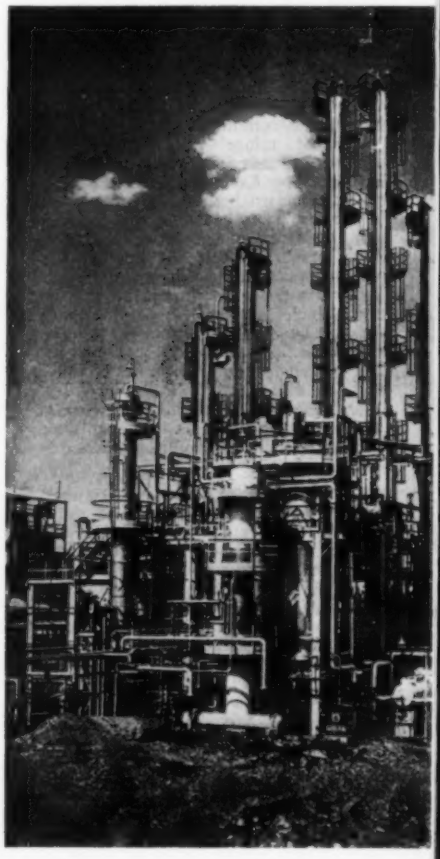
SWITZERLAND—No import license necessary except for a few agricultural products. No exchange permit required. Licenses generally valid for three months. OBR 69-22.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

UNITED KINGDOM—Import licenses not required except for a limited number of products, for example: grapefruit, grapefruit juice, orange juice (except unpasteurized frozen concentrate), fresh apples and pears, and cigars. Licenses valid up to one year but usually issued for six months. Exchange permits required only for import transactions valued over £2,000 ($4,800) routinely issued. OBR 68-83.

YUGOSLAVIA—A fairly complicated system involving strict control over foreign exchange allocations and licensing. However, many items may be freely imported. OBR 68-89.

EUROPEAN TRADE REGULATIONS are explained completely in the 18 Overseas Business Reports referenced in the accompanying summaries of various import rules for the continent's nations.



AUSTRALIA—Import licenses not necessary except for these items: aluminum products, second hand or used excavating and construction machinery and equipment, used four-wheel drive vehicles (excluding public service type), certain boys' knitted shirts. Licenses valid for one year. Exchange permit not required. OBR 68-38.

CAMBODIA—SONEXIM, State trading agency, imports on basis of a simple import declaration countersigned by Cambodian Bank of Commerce. Agency carries out all import operations in conformity with a National Import Plan established by Government for each calendar year. Bank of Commerce releases foreign currency and maintains strict control over non-essential imports. There is a special high exchange rate for luxury imports. Trade associations, private firms, Government agencies must submit request for imports to SONEXIM.

HONG KONG—Import license necessary only for dutiable, strategic, or short-supply goods; relatively few items affected. Exchange permit not required for transactions financed at free market rate but required for a limited number of imports financed at official rate of exchange. OBR 64-77.

INDONESIA—Foreign exchange for imports is obtained mainly in two ways: (1) foreign exchange (known as BE exchange) may be purchased from the foreign exchange banks at a rate set three times a week by the central bank and may be used to import over 500 fairly essential commodities; (2) foreign exchange known as complementary or DP exchange, accruing mainly from invisible transactions and export earnings in excess of the net f.o.b. price set for exports by the government and is available on the open market at a rate higher than the BE rate; this may be used to import all goods including less essential items, except five prohibited commodities. OBR 68-53.

JAPAN—Import license necessary but readily available for majority of items. Certain items require import quota allocation certificate from Ministry of International Trade and Industry prior to issuance of import license by foreign exchange banks. For other items, only import licenses required—automatically granted by banks. License, valid for six months, carries right to foreign exchange. Importers also required to make advance deposit for some categories of products. OBR 65-11.

KOREA—Goods imported into Korea fall into the following three groups: (1) "Import-Banned" goods which, in rare cases, may be imported with the approval of the Ministry of Commerce and Industry (MCI) if they are considered necessary; (2) "Import-Restricted" items which require prior approval of the appropriate Ministry and licensing to obtain foreign exchange; and (3) Automatic Approval items which do not require specific licenses. Importers may purchase, on open market, foreign exchange certificates issued by foreign exchange banks which entitle holder to purchase foreign exchange. Exchange certificates required for all foreign exchange expenditures except invisible transactions of less than $50. Certificates are issued against almost all Korean exchange earnings from private sources and Supporting Assistance (SA) funds from Agency for International Development. OBR 67-55.

LAOS—Two types of import financing 1) Imports financed by foreign aid from Australia, the United Kingdom, Japan, France and the U.S.; and 2) all other imports for which the local importer supplies own foreign exchange. Import license and exchange permit required for first category; import license guarantees exchange permit. No import license or exchange permit required for second category.

MALAYSIA—Minimal import licensing requirements for health, safety and security protection; also, small number of products subject to license and quota restrictions to protect local industry, but this control gradually eliminated in favor of tariff protection.

NEW ZEALAND—Import licenses generally required, although over 150 items, including some raw materials, equipment, and finished goods not made in New Zealand are exempted from import licensing. Approximately 55%, by value, of country's private imports now exempted from licensing. Exchange permit not required. Import licenses usually issued on a licensing year basis and, unless cancelled, are available for importation of the specified goods at any time during year. Licenses cease to be valid after end of year, but can be extended. Extensions granted only for special reasons such as shipping strikes or other emergencies. OBR 68-42.

PHILIPPINES—Generally, no import license is needed except for those items whose importation is regulated or prohibited to protect domestic industry, assure national safety and public morals. No exchange licenses required although all imports of $100 or more must be covered by letters of credit accompanied by advance or time deposit of up to 175% of value of the import. Deposit retained by the bank for 90 days to 120 days. OBR 67-75.

SINGAPORE—Minimal import licensing requirements for health, safety and security protection; also, small number of products subject to license and quota restrictions to protect local industry, but this control

JAPAN READILY GRANTS IMPORT LICENSES for most items. The first America Weeks promotion in Japan was held at the Isetan Department store in May, and sold $232,600 in U.S. goods.

gradually eliminated in favor of tariff protection.

TAIWAN—Import licenses liberally granted for items on "permissible" list. Items on "controlled" list may be imported only by factories or end-users, and applications for imports are carefully screened and licensed restrictively. Exchange permit required but generally automatic with issuance of import license. Import permits, valid for six months, may be renewed for six months if necessary. A deposit of 50% of the value of the import is required in case of foreign exchange settlements by importers using the Government's foreign exchange to import goods on the "permissible" list. OBR 64-89.

THAILAND—Import licenses required for about 23 items; others may be freely imported without license. Validity periods for licenses based on three geographic designations, with six-month period applicable to licenses for imports from Western Hemisphere, Europe, and Australasia. OBR 69-13.

VIET-NAM, Republic of—Import license necessary. Exchange permit required but import license carries right to foreign exchange. Two sources of import financing: AID and Government of Viet-Nam. OBR 64-49.

ABU DHABI—Import license or exchange permit not required except for alcohol and alcoholic beverages and firearms. OBR 67-67.

AFGHANISTAN—Import license not required for most imports, but declaration or customs permit must be obtained from Afghan border officials or trade agents abroad. Imports of certain non-essential items prohibited. Official exchange rate (Afghanis 45 = US$1) applies only for certain essential requirements of Treasury. Exchange for imports (except under bilateral agreements) obtained in free exchange market (rate currently about Afs. 75 to $1). Bilateral exchange rate about Afs. 55 to US$1. OBR 68-13.

BAHRAIN—Neither import license nor exchange permit required except for firearms, ammunition, alcohol, and alcoholic beverages, which require special permit. Importers must be registered with government. OBR 67-67.

BURMA—Foreign trade is nationalized. All importing is by Government agencies, mostly through open tenders, although some purchases are by direct negotiation. Foreign exchange allocations not announced publicly. Foreign exchange drawn automatically for authorized imports. OBR 68-92.

CEYLON—Certain essential imports (basic foodstuffs, drugs, petroleum products) transacted at official rate of exchange (Rupees 5.95 = US$1) and require individual import license. Other imports require surrender of Foreign Exchange Entitlement Certificates (FEECs), which raise the rupee cost of foreign exchange to importers above the official rate. Under FEEC surrender scheme, certain goods (mostly raw materials) are on Open General License; all other imports require individual import license. OBR 68-107.

CYPRUS—Import license required for certain locally produced items and commodities covered in bilateral agreements. All others included on Open General License. Exchange permit granted automatically for authorized imports. OBR 65-83.

DUBAI—Import license or exchange permit not required except for alcohol and alcoholic beverages and firearms. OBR 67-67.

INDIA—Import license required for all goods except Government imports and certain AID-financed spare parts which are on special general license. Licenses usually valid for one year. Capital goods licenses may be valid up to two years. Exchange permit issued automatically for authorized imports. OBR 69-35.

IRAN—Import licenses not required, but many commodities require prior governmental approval and numerous items are "unauthorized" for import. Payment of 4% registration of order fee required on all imports except investment goods imported under Law for Attraction and Protection of Foreign Investment. All imports except unprocessed raw materials and machinery require advance deposits of 40% or 100%. Commercial imports restricted to holders of "trade card" issued by Tehran Chamber of Commerce. OBR 69-38.

IRAQ—Import license, issued by the Central Government, and exchange permit, obtained through the Central Bank or nationalized commercial banks, are required for all commercial imports. The importation of jute, sugar, tea, motor vehicles, and pharmaceuticals are a government monopoly. Tires, tubes, batteries, automotive spare parts and certain medical goods have been partially demonopolized, i.e. private importers may now compete with state trading companies for the importation of these goods. Validity period of licenses varies from 6 to 12 months, according to the commodity involved. The Embassy of India in Washington, D.C., currently is handling all validation and documentation requirements for U.S. goods being exported to Iraq. OBR 64-131.

ISRAEL—Over half of imported items do not require licenses, another ⅓ licensed automatically. An exchange permit is granted automatically for authorized imports. Licenses are normally valid for 9-12 months. OBR 67-19.

JORDAN—Import license and exchange permit required for all commercial imports with few exceptions. Licenses normally valid for 1 year but may be extended. OBR 69-15.

KUWAIT—Commercial imports restricted to holders of Open General License—that is, Kuwait nationals and firms only. Specific licenses required for firearms, munitions, pork, poisons, and alcoholic beverages. No exchange permit required. OBR 66-13.

LEBANON—Import license not required except for certain commodities likely to compete with local products and certain machinery items. No exchange permit required for any imports. OBR 68-59.

MUSCAT and OMAN—Neither import license nor exchange permit required.

NEPAL—Import license required for all except Government imports. Exchange permits are issued automatically for authorized imports.

PAKISTAN—Import licenses required for all authorized imports except government imports, imports from Iran and items on the Free List. Imports under the semi-annual (Jan.-June and July-Dec.) licensing policies are allowed under differing conditions specified in various import lists. Import licenses valid for six months. Exchange permits issued automatically for authorized imports. OBR 68-16.

QATAR—Importation restricted to Qatari nationals and companies. A general license is valid for all types of goods except alcoholic beverages and firearms, which require special permits. OBR 67-67.

SAUDI ARABIA—Neither import license nor exchange permit required. OBR 66-58.

SOUTHERN YEMEN—Neither import license nor exchange permit required.

SYRIA—Import license and exchange permit are required for most commercial imports. A number of imports are prohibited or restricted. Additionally, some 54 commodities including tires, tubes, tractors, motor vehicles, tobacco and pharmaceuticals are reserved to the public sector. Licenses valid for six months and under certain conditions may be extended for an additional three months. Foreign exchange may be withheld, or allocated on basis of essentiality, as Syria's foreign exchange position requires. OBR 65-52.

TRUCIAL STATES—Import license or exchange permit not required except for alcohol and alcoholic beverages and firearms. OBR 67-67.

TURKEY—Import licenses are required for all imports. For imports of goods on the Free List, a cash guarantee deposit of from 90-120% of the amount of the foreign exchange applied for is required depending upon the priority of the item to be imported. For imports on the Quota List, the guarantee deposit is 50% for importers and 20% for industrialists. Licenses are normally valid for six months but may be extended. OBR 67-29.

UNITED ARAB REPUBLIC—Import license issued

by the Import Control Office of the Ministry of Economy and approved by the Plan Committee required for all commercial shipments. All importing limited to government ministries, certain public organizations and companies attached thereto, and eleven Government controlled import companies. The authorization to import issued by the competent ministry suffices as authorization for the bank handling the transaction to draw the exchange from the Central Bank. OBR 66-59.

YEMEN—Neither import license nor exchange permit required.

ARGENTINA—Import license and exchange permit not required; specified motor vehicles and internal combustion engines prohibited. Prior deposit of 40% of C&F @ 180 days required, but 80% by value of imports exempt. Payments exceeding US$20,000 for capital goods imports must conform to Central Bank financing requirements. OBR 69-20.

BARBADOS—Import licenses are required only for plastic containers, flour paste products, fats and oils, feeds and meals, poultry, fish, sugar, artificial sweeteners, all vegetables, milk other than fresh, and certain pharmaceuticals. Licenses are valid for six months. Foreign exchange generally available. OBR 67-18.

BOLIVIA—Import permits (valid for 180 days) required for a number of food products, chemical products, machinery and other miscellaneous products. Prohibition of imports competing with Bolivian industry, include such items as butter, ham, soaps, candles, men's outer wear, shoes, hats and some aluminum articles. No exchange controls. OBR 69-70.

BRAZIL—Import licensing required. Vast majority of imports are authorized under a license titled "guia de importacao." The importer obtains the "guia" upon registration with the Foreign Trade Department (CACEX) of Banco do Brasil. "Guias" have a validity period of 120 days. Foreign exchange for imports may be purchased from Banco do Brasil or any other authorized bank. For imports subject to customs duties of less than 50%, exchange may be closed after customs clearance. For luxury goods and imports subject to customs duties of 50% or more, exchange must be closed prior to the issuance of the "guia."

BRITISH COLONIES, n.e.s.—Import license periodically required for vegetables and flower imports into Bermuda. All imports into Bahamas must have import license as a formality. Leeward Islands, Windward Islands, British Honduras, and minor Colonies, Protectorates and Trusteeship Territories do not require import license except on limited list of items such as gold bullion, fireworks and explosives, arms and ammunition, fats and oils, soaps, sugar, rice, eggs, footwear, preserves, and citrus products. Foreign exchange generally available.

CANADA—Import license necessary only for butter; butterfat; cheddar cheese, colby cheese and cheese other than these two that is imported for further processing; coffee; dry casein and caseinates; dry buttermilk; dried skim milk; sugar, including molasses and syrup; wheat, oats and barley and certain processed products of these grains; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy and goods of Rhodesian origin. Import of alcoholic beverages requires Provincial licenses. Used automobiles manufactured before year in which importation is sought, used aircraft, oleomargarine, and butter substitutes and spreads cannot be imported. Licenses valid for one to six months depending on the product. No exchange permit required.

CHILE—Import registration receipt required and goods not appearing on list of permitted imports are assumed to be prohibited. A number of such prohibited goods may be allowed entry into the free port of Arica and Provinces of Magallanes, Aysen, and Chiloe. Most goods are subject to prior deposit in local currency at time of registration, which may be used for payment of import duties when goods have cleared customs. Exchange for imports available at official bankers' rate. Futures available for all goods. Exchange cover not legally available for at least 50 days after date of bill of lading. Exchange permit not required. OBR 67-69.

COLOMBIA—Prior import registration and license required for most imports. Imports of certain locally-produced and luxury goods prohibited. Prior import deposit, from 1 to 130% of f.o.b. value, prerequisite to registration. Exchange certificates may be purchased upon granting of purchase authorization. Exchange deposit of 95% of f.o.b. value must be made 20 days in advance. OBR 67-46.

COSTA RICA—The Central Bank sells exchange at the official exchange rate for imports on an eligible list, primarily petroleum, machinery and foods; all other transactions are made in the free exchange market. Prior registration is necessary for the importation of most pharmaceutical products and prior approval (subject to presentation of a sanitary certificate) is necessary for the importation of foodstuffs, live animals, plants, seeds. OBR 67-65.

DOMINICAN REPUBLIC—No general system of import licensing. All imports subject to exchange controls imposed by the Central Bank. Luxury type goods granted exchange only when importation is financed by letters of credit. A prior deposit of 40%

MEXICO DOES NOT REQUIRE exchange permits. Mexican agents of Electronic Associates, Inc., West Long Branch, N.J., participated in a spring mobile trade fair also held in other Latin American countries.

THIS HIGHWAY SCENE IN BOGOTA shows why Colombia is a big importer of U.S. motor vehicles and heavy equipment, despite prior import registration, deposit and license requirements for most imports.

on luxury items and 20% on other type goods required on all but a few imports. Prepayment of 80% of estimated import duties required on 51 categories of foodstuffs and manufactured consumer goods. Some products are subject to special licensing requirements. Import prohibition imposed until Dec. 31, 1969, on numerous consumer goods, as well as jukeboxes, billiard tables and balls, car batteries, artificial flowers, wire for electrical use, rubber and neolite soles, sanitary paper napkins and unbleached cotton fabrics. Other consumer goods made subject to import quota until Dec. 31 of 30% of imports in 1966. OBR 68-99.

ECUADOR—Import license required for virtually all goods. Importation of many luxury and non-essential items prohibited. Licenses valid 180 days for imports from Western Hemisphere, longer in special cases. Approved licenses carry right to foreign exchange at official rate. The following is applicable, according to import category list of the specific item (degree of essentiality): a) prior deposits of from 35% to 250% of c.i.f. value and 15% or 70% of import duties, b) suppliers' credits of 90 or 180 days and c) import surcharges totaling 10% to 30% of c.i.f. value. OBR 67-48.

EL SALVADOR—Exchange licenses required on all imports from outside the CACM are granted through the Exchange Control Department of the Central Bank. Licenses must be obtained before orders are placed abroad. A prior deposit requirement of 25% is applicable to all imports. Maximum terms of credit payment for imports range from 60 days on non-essential goods to 18 months on agricultural or industrial machinery and equipment. OBR 67-65.

FRENCH WEST INDIES—(includes Martinique, Guadeloupe and French Guiana). The foreign trade restrictions applicable to imports into these areas are similar to those of France, with the exceptions of the following import restrictions: wood in the rough, and tractors in all three areas; beer in Martinique; and streptomycin, motor parts, certain material handling equipment and industrial machinery in French Guiana. OBR 67-91.

GUATEMALA—Exchange licenses, which are granted freely, are required for all payments in foreign exchange. Specific import licensing now in effect, limiting 1969 imports to the 1968 level. Certificates of purity are required on all imports of foodstuffs or additives for human consumption. OBR 67-65.

GUYANA—Open General License sufficient for most goods except meats, dairy products, oils and fats, toys and some grains, fruits, vegetables, chemicals and manufactured goods, which require specific licenses. Licenses are valid for seven months. Foreign exchange generally available. OBR 66-64.

HAITI—Import licenses required on butter and margarine, rice, shoe polish, cotton cloth, old papers. Prohibited importations are Christmas trees, used clothing, rags, hats, shoes, household linens and furnishings. Government tobacco monopoly also controls imports of tobacco, matches, soap detergents, cosmetics, various foodstuffs, textile tires and tubes, cement, various agricultural chemicals and household appliances. OBR 67-34.

HONDURAS—Import licenses are not required but import permits are necessary for pharmaceuticals, arms and ammunition, and the like. Exchange permit not required. OBR 67-65.

JAMAICA—Import license required on growing list of items including clothing, electrical equipment, fish, poultry, pork, footwear, fats and oils, motor vehicles, plastics, paints, furniture and materials, preserves, light metal, textile manufactures, and household wares. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority. OBR 67-94.

MEXICO—Import license valid for 90 working days required for extensive list of articles. Exchange permit not required. OBR 69-16.

NETHERLANDS ANTILLES—Import licenses valid for six months required for all goods except a fairly extensive list of commodities for common consumption. No exchange permit required for commodity imports. OBR 67-37.

NICARAGUA—Imports subject to prior registration, valid for one year. Fines are levied if merchandise is shipped before import authorization is granted. OBR 67-65.

PANAMA—Import permits required for salt, milk and milk products, tomatoes and tomato products, flour, eggs, chickens, certain other agricultural products, cotton plush, various medicinal ointments, wire screen and its substitutes, washing powders and detergents, steel rods and bars, and certain other products. No exchange controls. OBR 67-84.

PARAGUAY—Import license not required. In addition to basic duties and additional tax for most items, all imports subject to exchange surcharge ranging from 8% to 37% of c.i.f. value with the exception of petroleum imports (10%) and wheat, agricultural tractors, and imports included in the LAFTA National Lists (free). Many imports are subject to prior deposit of 100% of f.o.b. value in local currency, returnable after 120 days. Exchange permit not required. OBR 66-95.

PERU—Foreign exchange certificate system in effect. Foreign exchange for imports may be bought at the certificate rate if original shipping documents are registered with a Peruvian bank for approval before delivery. All other transactions take place on the fluctuating draft market. The surcharge of 10% on the c.i.f. value of imports, formerly collected at time of foreign exchange purchase, is now collected as a customs surcharge. An extensive list of luxury or non-essential goods are prohibited importation. OBR 68-104.

SURINAM—Import licenses, valid for 90 or 180 days, which guarantee access to foreign exchange, required on virtually all items. OBR 67-27.

TRINIDAD and TOBAGO—List of import restrictions expanding as result of efforts toward self-sufficiency in manufactured goods. Specific import licenses required for large number of commodities, including meat, poultry, cereals, feeds, fruits, fats and oils, crude and partly refined petroleum, soaps and cleansers, tires and tubes, most textile garment and paper products, many furniture items, and selected metal manufactures and appliances. Foreign exchange almost always available, but applications must be made to the Ministry of Finance for all commercial shipments. OBR 65-33.

URUGUAY—Import licenses are required for all imports. Imports are subject to prior deposits ranging from 150% to 400% of c.i.f. value when the amount of such exceeds specified percentages of their past import patterns. The prior deposits for LAFTA imports range from 105% to 280%. OBR 68-79.

VENEZUELA—Most merchandise may be imported free of licensing restrictions. Licenses are required, however, on most food products and a range of other products which compete with Venezuelan manufactures. Single exchange rate of 4.5 bolivares to $1 applicable to all imports, except powdered skimmed milk and unmilled wheat, which enjoy effective rate of 3.35 bolivares to $1. Exchange permits not required. OBR 68-15.

Intermed '70 in Stockholm will feature advanced medical, surgical equipment

Electrodiagnostic, electrotherapeutic devices show large sales potential; 11% of Scandinavia's medical imports supplied by U.S. firms in 1967

U.S. manufacturers of advanced medical and surgical equipment will have an opportunity to show and sell their products to an expanding Scandinavian market at Intermed '70.

Sponsored by the Commerce Department's Bureau of International Commerce, the Nov. 26-Dec. 2 U.S. Trade Center exhibition in Stockholm will emphasize advanced and automated equipment needed to support Scandinavia's high level of medical care.

Recent market research undertaken for Commerce indicates that the greatest product demands exist for electrodiagnostic and electrotherapeutic equipment, along with devices for patient monitoring, surgical and anaesthesia control, and central analytical laboratory reporting.

The Scandinavian market in this field is already considerable and is still growing. U.S. manufacturers filled 11% of Scandinavia's import requirements in all types of medical and surgical equipment during 1967, for a sales volume of $8.1 million, of which about half was from Sweden. Recent data show that all imports of medical and surgical equipment to Scandinavia jumped 30% in 1968 over the previous year's figures. Imports of electromedical and electrotherapeutic apparatus (excluding X-ray apparatus) more than doubled.

Products with high sales potential, as shown by the market survey, are: monitoring equipment, diagnostic apparatus, heart machines, echo sounders, artificial kidney machines, lasers, physical therapy equipment, operating room equipment and lighting, complete operating room units, chromatographic and spectrographic analytical equipment, medical fiber optics equipment, mass cancer screening equipment, X-ray film, centrifuges, dialytic treatment equipment, artificial limbs, and a variety of laboratory equipment and surgical instruments.

Past shows of similar equipment at other U.S. trade centers have yielded impressive sales for exhibitors. Forty-nine companies represented at a show in Tokyo in December 1968 made immediate sales of $160,000 and expect orders of an additional $3.6 million by December of this year.

Following another show of advanced medical and surgical equipment in Milan in February 1968, 52 U.S. exporters registered first-year sales totalling $1.5 million.

Seven medical shows have been held at U.S. Trade Centers over the last six years; Milan, Tokyo and Frankfurt have hosted two each and one was staged in Stockholm. During these exhibitions 48 agents and distributors were signed. The tally of representatives added after the shows is 59, with reports from the December 1968 and June 1969 shows not yet available.

A broad product-publicity campaign will precede the Stockholm show, and key prospective buyers, agents, and distributors will receive invitations. The exhibition will coincide with the annual meeting of the Swedish National Medical Congress, which has 4,000 physician members representing all the Scandinavian countries.

The U.S. Government representative at Intermed '70 will be heart specialist Dr. Michael E. DeBakey, Baylor University, who will also participate in the medical congress.

An exhibitors' export market guide has been prepared for Intermed '70. Interested firms may request IMIS 69-58. For this and further information on the Stockholm show, write: U.S. Department of Commerce (BIC-946), Washington, D.C. 20230, Area Code 202, 967-3713, or from any of the Commerce Field Offices.

INDROFA '70, convention scheduled for Frankfurt

"Health, Beauty, Hygiene" will be the theme of 1970's INDROFA, the International Druggists' Fair now planned for Sept. 18-22 in Frankfurt. The German Druggists' Meeting is scheduled to accompany the fair.

Organized by the Frankfurt Fair Management, the biennial event was last held at Essen in 1968. Drugstore items including cosmetics and toiletries will be on display.

Applications are being accepted from non-German manufacturers interested in exhibiting; the deadline for filing is Nov. 15 and should be addressed to Messe- und Ausstellungs- GmbH, Frankfurt/ Main 7, Postfach.

For further information on the fair and the druggists convention, **write:** German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

Flying Food Show will visit eight cities around globe in fall

American food products and tips on how to use them will be flown to buyers around the world during a Flying Food Show sponsored by the Foreign Agricultural Service of the U.S. Department of Agriculture in cooperation with the Grocery Manufacturers of America.

The two-month solo exhibition will open in Kyoto, Japan, Oct. 8, and visit Tokyo, Manila, Hong Kong and Singapore in the Far East; it will then head for Basel, Switzerland; Mainz, Germany; and Salzburg, Austria, closing Nov. 27.

Canned, frozen, dried, glasspacked, specialty and gourmet foods will be featured, with special emphasis on institutional and industrial users.

With one exception, each stop will include a three-day show, seminars for institutional food users, lectures and demonstrations. After each show, two days have been scheduled to allow exhibitors time to follow-up new sales leads.

Only the Basel exhibit will differ from this format. The U.S. solo exhibition will be part of the International Catering and Hotel Exhibition from Nov. 13-19.

Agricultural shows in the past have yielded good results. In the spring of 1968, a 17-day Japanese promotion produced more than $2 million in cash business.

U.S. food processors may participate in all or as many shows as desired. Although the deadline for applying for the Kyoto show is past, a Sept. 1 deadline applies to all other stops. For further information on the Flying Food Show, **write:** International Trade Fairs Division, Foreign Agricultural Service, 2305 Auditor's Bldg., U.S. Department of Agriculture, Washington, D.C. 20250.

U.S. dynamics test equipment sales may grow with British export market needs

Higher automotive, flight safety regulations lead desire for measuring devices to calculate vibration, shock, force, strain, pressure, fatigue

Manufacturers in the United Kingdom now seeking to meet rigid requirements of export markets are interested in U.S.-made dynamics test equipment and related computers.

To help U.S. manufacturers take advantage of this growing market, the Department of Commerce will sponsor a dynamics test equipment exhibition at the U.S. Trade Center in London, Nov. 10-14.

Market research conducted by the Department's Bureau of International Commerce, which will stage the exhibition, reveals both a growing need for the equipment and an awareness of the superiority of U.S. products in the dynamics test equipment field.

The demand comes from a variety of sources including the automotive, aeronautical, packaging, electronics, civil engineering, and architectural industries. Shipbuilders and British Rail are also major test equipment users.

Equipment in demand

New vehicle safety laws in the U.S. and Britain have spurred British auto makers' requirements for advanced testing gear. Package testing has surged during the past year, and the U.K. Institute of Packaging is emphasizing package testing for product protection. Engineers and architects want more testing of construction for new communities and high-rise buildings and for noise and sonic-boom studies. Aircraft makers want more U.S. testing equipment to help their products meet new, higher flight safety standards.

The highest demand is for equipment to measure vibration, shock, acoustics, force, fatigue, strain, and pressure in the testing of products, components, and materials.

According to research, specific British demands exist for:

► Vibration test equipment—transducers; narrow band analyzers; wave analyzers; amplifiers (especially low-frequency and subaudio amplifiers); accelerometers and accelerometer calibration systems and readout devices; data acquisition systems; vibrators and controls (hydraulic, electronic, and ultrasonic), spectrum analyzers, tracking filters, mechanical impedance measuring system programmers, vibration monitors and analyzers, signal sources, and vibration meters.

► Shock test equipment—analyzers, transducers, testing controls and instrumentation, impact recorders, indicators, and impact shock testers.

► Acoustics test equipment—test systems, transducers, analyzers, sound-level indicators (between 40 and 120 decibels), advanced automated graphic recording systems (primarily for continuous readings of sound levels), wave analyzers, and spectrum analyzers.

► Force test equipment—transducers (tensile, tension, compression, stress, thrust), force measuring equipment and force and tension gages.

► Fatigue test equipment—vibration fatigue testers and high-force fatigue test systems.

► Strain test equipment—gages, transducers, and power supplies.

► Pressure test equipment—testing devices, transducers, transmitters, gages, sensors, indicators/recorders, and instrument calibrators.

► Computers and associated equipment—data acquisition systems, data reduction systems, data analysis instrumentation, and digital readout indicators.

The U.K. is the world's third largest importer, following the U.S. and West Germany, and its total estimated imports passed the $19 billion mark in 1968.

U.S. market share

The American share of this market is expected to continue its current growth trend through 1969. From $2.3 billion in U.S. sales in Britain for 1967, last year showed a hike of 13%. Another 5% rise is predicted for 1969.

Exhibitors at this show, the first of its kind at a U.S. trade center, will demonstrate their products to prospective buyers personally invited by U.S. market promotion specialists or through an intensive pre-show promotion directed toward key industry representatives, government officials, and prospective agents and distributors.

U.S. firms interested in taking part in the London dynamics test equipment show can obtain more information by requesting the exhibitors' export market guide, IMIS 69-52, from the Department of Commerce (BIC-942), Washington, D.C. 20230, Area Code 202, 967-4461, or from any of the Commerce Field Offices.

Home furnishing textiles will be featured at fair

An independent trade fair for home furnishing textiles is being organized by the German Home Furnishing Textile Industry Association and the Frankfurt Messe- und Ausstellungs- GmbH. The first fair will occur Jan. 13-17, 1971.

Carpets, rugs, drapery goods and interior decorating fabrics will be featured. Household textiles may also be included in the fair, expanding the product range to table and bed linens.

In the past, a similar trade fair has been held as a specialized exhibit within the International Frankfurt Spring Fair. Future dates for the fair have been set as follows: Jan. 12-16, 1972; Jan. 10-14, 1973; Jan. 9-13, 1974.

Write: Messe- und Ausstellungs- GmbH, 6 Frankfurt 97, Postfach, 970126, Germany.

Bangkok hosts show, seminar on aluminum

Promoting long range sales, 15 U.S. manufacturers took part in an Aluminum Technology and Products Exhibition and Seminar at the Bangkok Trade Center in June.

Almost 750 engineers, builders and fabricators attended the show and its three-day workshops and seminars. Visitors from the Philippines, Singapore and Hong Kong were also present.

The modest sales of $1,500 on the floor and $571,000 in follow-on orders reflect the nature of the products. Aluminum is not extensively used in Thailand, prompting many exhibitors to persuade businesses and industries from using other materials to using aluminum.

Almost half of the sales projections of the show, $250,000, were made by Phelps Dodge Corp., Covington, Ga., which displayed aluminum insect wire screens and conducted a tour through their Thailand aluminum production plant.

Two other firms reporting satisfactory sales projection for the next 12 months are Alcoatings, Brunswick, Ohio, with $70,000 and Reynolds Foreign Sales, Inc., Richmond, Va., with $30.000 .

CORES, STACKS, ARRAYS AND MEMORIES displayed by Ampex Corp., Redwood City, Calif., are under discussion by two company officials, above left, while a Dura electronic invoicing machine, center, is demonstrated. Dura, a division of Intercontinental Systems, Inc., has its home office in Palo Alto, Calif. Watching over the shoulder of a Digital Equipment Corp., Maynard, Mass., representative, a potential buyer, above left, views the new Digital computer.

Attendance records, high sales reported at Stockholm show

Norway, Denmark representatives at peak as 900 visit 'Nord Data'

High sales and new attendance records were reported at the Data Processing Equipment Exhibition and accompanying congress at the Stockholm Trade Center. Thirty-three exhibitors are projecting $9.7 million in sales for the next 12 months.

Floor sales reached $288,425 during the June 11-17 show for which 1,497 trade visitors registered. More than 900 scientists and computer experts attended the three day congress "Nord Data".

A new record for non-Swedish trade visitors was set when at least 24% of the visitors came from other nations. Attendance records for visitors from Norway and Denmark were also set, and for the first time, official representatives from Iceland attended a Stockholm Trade Center show.

Eight firms were seeking overseas representation at the show. Five were signed during the exhibition and 10 agency/distributorships were still under negotiation at its close.

Reporting the largest immediate sales, National Cash Register of Dayton, represented by its Swedish subsidiary, sold NCR Century 100 Computers, a new-to-market product in the value of $193,425. Next year's sales anticipated by NCR were among the highest of the show, at $1.2 million.

Representing four other companies and indicating over $1.5 million in future sales was Costello, Little & Co., Los Angeles.

Introducing its portable, remote computer terminals to the Swedish market, Squires-Sanders, Inc., of Atlanta is anticipating $500,000 in new orders in the next year. Burroughs Corp., Detroit, is estimating 12-month sales at $600,000 for a new solid state terminal computer.

More than $536,000 in sales to Scandinavian countries are anticipated by officials of Miglo Electronic Corp. of Miami.

Other firms reporting more than $200,000 each in expected sales for the next year include Computer Transceiver Systems, Inc., Upper Saddle River, N.J.; Bryant Computer Products, Walled Lake, Mich., and Computer Automation, Inc., Newport Beach, Calif.

ONE OF 1,497 TRADE VISITORS at the Stockholm exhibition discusses an electronic processor, above, with an official of Automated Business Systems, Carlstadt, N.J. Shown below is the multilith offset machine displayed by Addressograph-Multigraph Corp. of Cleveland, one of 33 U.S. exhibitors.

Sweden steps up its pace

Economic upturn, labor shortages, production shortfalls create demand for foreign goods

The expansion in economic activity and increase in industrial production which commenced in Sweden during 1968 has continued thus far in 1969, according to the semi-annual Economic Trends Report from the U.S. Embassy.

A recent report of the Institute of Economic Research indicates that the growth of industrial production was particularly marked during the second quarter of 1969, and that new orders received by Swedish industry rose substantially during that period, particularly for the export market. Industrial operations are expected to expand further through the third quarter of 1969 and the higher rate of incoming orders is expected to be sustained. Swedish exports during the first five months of 1969 showed considerable buoyancy, with an increase of 13.5% over the same period in 1968, while imports rose by 10.4%.

The need for Swedish industry to increase its productive capacity, plans for expanded industrial investment, and current labor shortages offer good opportunities for increased sales of U.S. products, particularly machinery and equipment which can be used to reduce labor inputs or otherwise increase the efficiency of production.

Swedish Government officials have stressed the need for Swedish industry to obtain the benefits of research and development in other countries. The Swedish Government is interested in cooperative arrangements with American firms which will benefit Sweden, and the expanded Government activity should in some areas provide opportunities for cooperative arrangements with U.S. firms as well as for expanded exports.

The general upturn in economic activity and the recent wage increases should also offer increased opportunities for sale to Sweden of consumer items. The recent increase in registration of automobiles is an indication in this connection, although expanded competition from Swedish producers may be expected when production increases are achieved.

American processed food items, as well as fresh fruits and vegetables, have been selling well on the Swedish market, and a number of recent promotions are expected to result in increased demand in these categories. Sweden, with its high standard of living and large percentage of working housewives, is a particularly receptive market for U.S. processed food.

Computers and advanced electronic equipment of all kinds constitute a product category of great promise for American exporters. (The U.S. Trade Center for Scandinavia in Stockholm has just completed a series of shows yielding record results for U.S. exhibitors, capped by a data processing show with a $48 million sales projection.) Generally, products consumed by Sweden's strongest and most dynamic industries, e.g. pulp and paper, shipbuilding, metals and engineering, and chemicals and pharmaceuticals, offer excellent sales prospects.

Although export developments were favorable Sweden experienced a large foreign exchange drain during the past twelve months, amounting to almost one-third of total Swedish reserves. The Central Bank has announced two increases in the discount rate—from 5 to 6% in late February, and from 6 to 7% in early July. The discount rate is now at the highest level since the early 1930's.

The Central Bank Governor attributed the increases principally to high interest rates abroad, and particularly on the Eurodollar market. However, in connection with the February increase, he also mentioned a desire to prevent overheating of the economy later in the year, and the signs of overheating which have developed since then no doubt facilitated the decision in July to raise the discount rate to a post-World War II high.

At the same time measures were announced to tighten restrictions on loans by commercial banks through stricter reserve requirements and to limit borrowing by commercial banks from the Central Bank. Bankers say that they are experiencing the worst credit squeeze in many years, and have expressed the fear that the credit restrictions will bring a stop to the upswing in economic activity.

The protracted wage negotiations have finally been concluded, and the total increase in wage costs in 1969 is expected to approach 9%. These increased wage costs plus the pressure on prices resulting from overheating in the economy will cause a higher increase in consumer prices than the 2% registered in 1968 and predicted by the Finance Minister last June for 1969. Consumer prices in May of 1969 were 2.8% higher than in the similar period for the previous year, while wholesale prices showed 3.4% increases. The increase for wholesale prices is particularly notable since prices in this sector had remained reasonably stable during recent years.

The wage settlement for industrial workers resulted in an agreement covering a two-year period with total wage costs rising by 8.8% during 1969 and 8.2% in 1970. The total wage bill to the employers includes the shortening in the work week in January 1969 to 42.5 hours without loss of pay, and increased employer contributions for sickness insurance and pensions.

A sharp turn-around has occurred in the labor situation since 1968, when there was concern about the unemployment

Marketing reports

Six recent reports in the International Marketing Information Services deal with the market for various items in Sweden:

Three *Exhibitors Export Market Guides* for Trade Center Shows in Stockholm are ready—IMIS 69-56, Pollution Control Equipment, Oct. 15-21; IMIS 69-57, Machinery & Vehicle Parts & Components, Sept. 17-23; IMIS 69-58, Medical Equipment, Nov. 26-Dec. 2.

There are two *World Markets for U.S. Exports*—IMIS 69-109, Agricultural Machinery & Related Products; IMIS 69-115, Materials Testing Equipment. IMIS 69-15, a *Country Market Digest* on the 13 best sales prospects, is also ready.

These IMIS reports are available for 10¢ each from Commerce Field Offices or from Sales & Distribution Branch, Rm. 2119, Dept. of Commerce, Wash., D.C. 20230.

rate. Although unemployment continues to be a problem in northern Sweden, critical shortages have developed, especially for skilled workers, in major urban and industrial areas of Sweden. It is reported that labor shortages are limiting further increases in industrial growth in many sectors and that these shortages have reached levels comparable to those during the boom years of 1964-65.

Labor market tight in cities

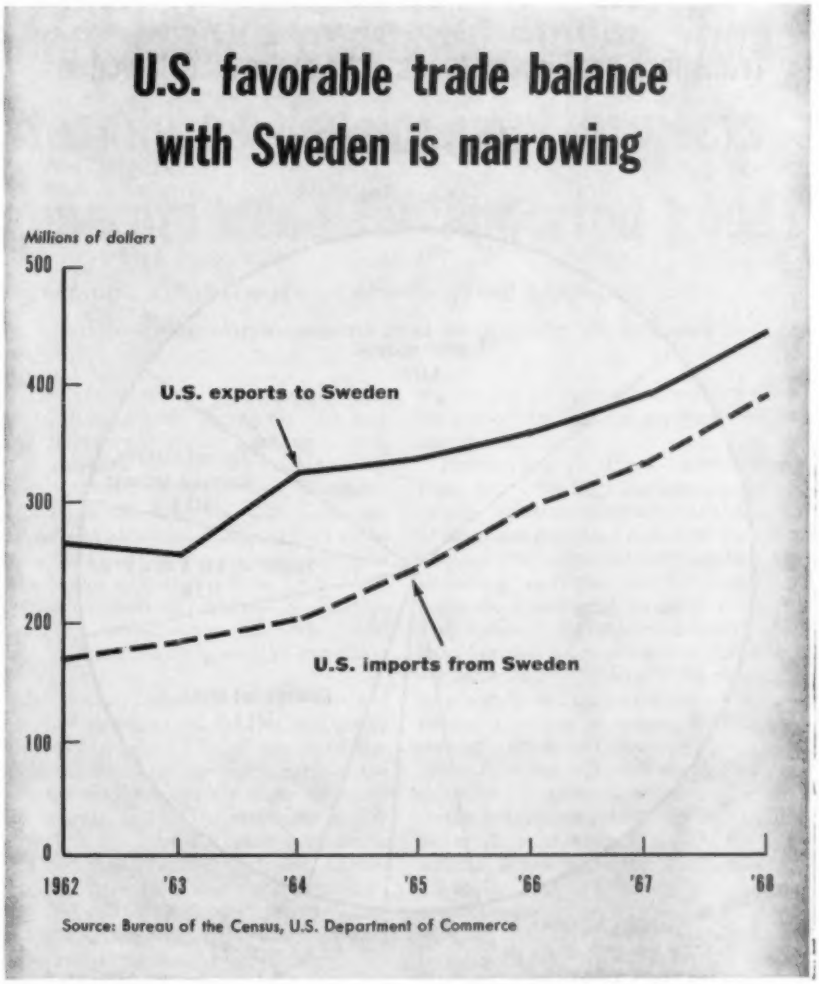
The tight labor market is expected to continue and many industrial corporations, particularly those in the machine and engineering sectors, have been pressing for permission to import larger numbers of foreign laborers. Among the Nordic countries a Common Labor Market Agreement allows unrestricted movement of labor, but that has not produced the number of skilled workers required.

The Swedish Metal Workers Union, which had earlier in the year opposed all importation of manpower, relaxed its position and now concurs in requests for work permits for any occupation under its jurisdiction where Swedes cannot be recruited. Other unions are following its lead in this regard.

Sweden's industrial production rose by 8.7% during the first five months of 1969 above the similar period of 1968. The Institute of Economic Research reports that the growth in industrial production was particularly marked in the second quarter of 1969 and that the margins of production capacity previously available, particularly in the mechanical engineering sector, have decreased considerably. The increased orders have resulted in considerable backlogs and extended delivery periods. Industry's inventories of finished goods were reduced to levels which in most cases were regarded as too small. The May index of industrial production shows that even some of the weaker spots in the industrial pictures are now displaying greater strength than had been expected a few months ago.

New orders expected

Although the heavy inflow of new orders is expected to continue during the third quarter and there are plans to increase production, the ability of industry to realize these plans will be largely dependent upon expansion of its labor force and production capacity. The success of individual manufacturers in competing for manpower and resources for building new plant and equipment will therefore be a major factor in their ability to achieve production targets. The tight credit situation will sharpen the competition for available financing.



Recently published figures for company profits in 1968 show an increase in operating profits of 19% compared with 3% in 1967 and a decline of nearly 11% in 1966. Improved business activity, the lower rate of increase in hourly labor costs, and productivity gains resulting from the large-scale rationalization of recent years were major factors.

Plans for industrial investments, which had earlier been considered one of the weaker spots in the Swedish economic picture, were revised upward during recent months, and an official survey published in May indicated an increase of 6.5% in industrial investment for 1969.

Production in several of Sweden's traditional export industries was assisted by the high rate of activity abroad. For example, expanded production in the Western European steel industry was reflected in record levels of production and exports of iron ore during the first five months of 1969. Strong resurgence in world pulp demand which began in 1968 was continued through May 1969 and virtually all Swedish pulp mills operated at close to capacity levels, with a reduction of mill pulp inventories.

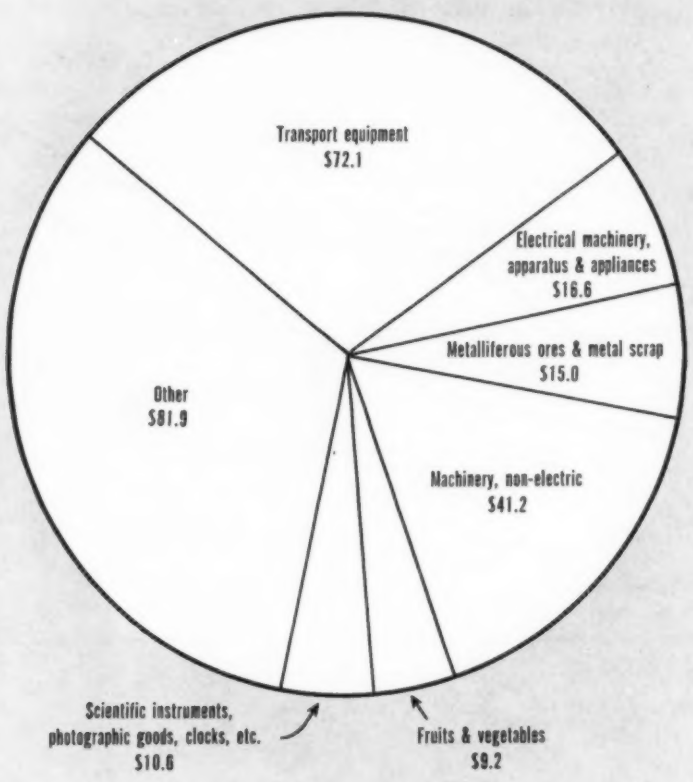
The high rate of operations in the U.S. paper industry which limited quantities of North American pulp available for export to the European market is said to be a major factor contributing to the heavy export demand for Swedish pulp. Similarly, the Swedish paper industry reported a production increase of more than 13%, and most mills have been struggling to fill orders. Paper producers anticipate a further increase in orders, plus continued price rises and a further lengthening of delivery periods.

Although production in the machine and engineering sectors rose by 12% during the first five months of 1969, there was general agreement that a higher

Transport equipment leads U.S. exports to Sweden

January—June 1969

Millions of dollars



Source: Bureau of the Census, U.S. Department of Commerce

growth rate would have been achieved if the industry had not been hindered by labor shortages which became acute in the late spring of 1969. Plans were under way to expand the labor force, partly through imported labor. Plans were announced to expand production capacity through investments totaling close to Skr 2 billion in 1969.

Two sizeable investment projects were announced in recent months, both in the motor vehicle field, with Volvo planning to spend Skr 1.3 billion during the next five years in order to increase its automobile production from 180,000 units annually to 275,000 units. SAAB/Scania also announced plans to withdraw Skr 300 million of blocked company investment funds in order to expand production capacity for passenger cars, trucks and equipment during the next two years.

Motor vehicle production and shipbuilding continued among the most active sectors of industry. Shipbuilders reported an inflow of orders for new construction during the first half of 1969 exceeding all expectations, and most leading yards indicated they have order backlogs at present which are adequate to sustain employment through 1972. Domestic automobile sales, after depressed conditions for several years, showed a marked rising trend with new car registrations increasing by 13 percent in the first half of 1969.

The Swedish Government, which established a new Ministry of Industry on January 1, 1969, is pursuing an increasingly active industrial policy designed to encourage employment in northern Sweden and other areas where unemployment exists, to keep Sweden's industry competitive and to create resources for projects which involve risks too great for private industry. In line with this policy, the Government has formed a government controlled company for oil prospecting, proposed the creation of a holding company for the government enterprises, and purchased a majority holding in AB Kabi, a major pharmaceutical producer.

The Government has also announced the formation of a new company, Uddcomb Sweden AB, to manufacture heavy equipment for nuclear reactors and the chemical industry, in which it shares ownership with Uddenholms AB and Combustion Engineering, Inc., of Windsor, Connecticut, the first foreign firm to be directly involved with the Swedish Government in ownership of a firm.

In announcing the formation of Uddcomb Sweden, the Minister of Industry expressed pleasure that the Swedish Government was now in partnership with a U.S. company, indicating that the Swedish private firm involved would not have risked continuing with its production of reactor vessels in the absence of participation by the American firm.

The balance of payments estimates for 1969 indicate a considerable improvement in the balance of current payments for goods and services—from a deficit of almost $27 million in 1968 to an estimated surplus of $51 million in the present year. Since developments with regard to Swedish foreign trade during the first five months of 1969 were more favorable than originally estimated, the surplus may be even higher. However, net transfers on Current Account showed an estimated deficit of over $110 million and the overall balance for current payments was in deficit although the estimated deficit is considerably lower than in 1968.

Despite the improved trade position there was a considerable loss of foreign exchange reserves on the part of the Central Bank during the first half of 1969. By early July net foreign exchange reserves had dropped by over Skr 1 billion to Skr. 1.1 billion (gold holdings remained unchanged in 1969 at about Skr. 1.2 billion).

To the extent that these decreases represent advance payments for Swedish purchases, particularly in Germany, this drain should be relieved during future months. The raises in the discount rate and the tightening of credit restrictions announced in early July are designed to assist in reversing this loss of foreign exchange reserves. However, the current high level of interest rates and tight credit

situation will also have a dampening effect on planned increases in private industrial investment.

The Committee of High Officials which had been charged with the duty of preparing a draft treaty concerning expanded Nordic economic cooperation completed its work in mid-July, and the draft treaty has now been published. There are a number of items on which disagreement still exists, including (1) agriculture, (2) the timing of the proposed Nordic Customs Union as well as the desire of other Nordic countries to suspend the application of the Customs Union to certain industrial items, and (3) the proposed funds for financing agriculture, fisheries and industry.

Sweden has taken the position that it will not agree to commence the financial contributions until agreement is reached on the Customs Union. The draft treaty is scheduled for further discussion in the fall. However, in view of the Swedish position and certain other pending problems, including the Danish desires in the agricultural area, it seems very unlikely that there will be any prompt action by the Nordic political leaders with regard to the proposed treaty. In the meantime, the Nordic countries are closely following developments to possible discussions by the European Communities with those countries desiring membership.

Best export opportunities

The product categories that appear to be the most promising for American suppliers at this time include: Data processing equipment; Industrial process controls and instrumentation; Advanced electronic components; Air and water pollution test and treatment equipment; Equipment for pulp and paper industries; Equipment for the shipbuilding and maritime industries; Medical, surgical, and advanced scientific equipment; Printing and bookbinding equipment; Components for machinery and vehicles; Electronic production and test equipment; Advanced metalworking equipment; Frozen, cured, and smoked meat and meat extracts; Canned food specialties, such as soups, meat pies, puddings and other desserts; "Chinese" foods; Canned fruits, vegetables, preserves, jams and jellies; and Dried and dehydrated fruits and vegetables (raisins, prunes, apricots, apples, pears, mixed fruit, etc.)

Mozambique economy moves ahead steadily as development projects generate need for imported goods

Agriculture still bulwark of economy but emphasis shifts to infrastructure improvement and expansion of industry

The economy of Mozambique progressed considerably during the past year and the country should continue to present a modest but growing market in the period ahead. The annual Economic Trends Report from the U.S. Consulate General in Lourenco Marques goes on to state that real gross domestic product rose by an estimated 5% in 1968, highlighted by marked advances in development of infrastructure, notably roads, rail lines and aircraft, and in expansion of industry.

Economic conditions have remained generally stable in the face of insurgency involving roughly 7% of the northern, economically least significant parts of the country, and demand for imported goods has increased with the small but steady growth in the local European population.

The great distances between coastal population centers, where most commercial and industrial development is taking place, and the still inadequate condition of north-south surface transport routes will offer special opportunities for the sale of U.S. aircraft.

Passenger traffic of DETA, the Portuguese airline for Mozambique, has been registering a yearly increase of between 15 and 20%, and DETA is expected to continue to expand its present fleet of three Fokker Friendship and six DC3 aircraft. Two Boeing 737 jets have been purchased and are scheduled for delivery at the end of 1969. Further purchases of U.S. transport aircraft as well as airport lighting and navigation systems may be expected in the coming years.

In order to improve communications with the less-developed parts of Mozambique, where service by regular DETA transport aircraft is uneconomic, the air-taxi fleet in Mozambique has shown steady growth. This fleet is almost entirely composed of U.S. light aircraft; further sales of U.S. aircraft of this type, together with related spare parts and equipment, seem likely.

As Mozambique rail lines are expanded and transit trade through Mozambique to the interior of Africa continues to grow, the sale of U.S. railroad equipment should also grow.

Mozambique's Third Development Plan for 1968-1973 anticipates a 7% annual increase in GDP each year to 1973 in the monetary sector of the economy, as productive capacity expands and increasing numbers of the population leave the subsistence sector to enter the cash economy. It is estimated by informed local business sources that retail sales here are increasing by between 10% and 15% annually. It is further believed that substantial increases in salaries for the substantial number of Government personnel in the Province will push demand to considerably higher levels next year.

The population growth rate in Mozambique is estimated at only 1.6% per annum. From a present total of about 7.3 million people it is estimated that the population will rise to about 8.1 million in 1973. About 88% of the population remains in the traditional sector, with only 3% now engaged in industry.

Significant for economic development and expansion of imports has been the growth in European population, largely through immigration. A 100% increase was shown in European population in the decade between 1950 and 1960 to a total of 97,000 and the European population is at present estimated at 145,000. Although small in numbers, this sector of the population is important as consumers of imported goods and as active developers of the economy.

Agriculture is the major activity of the Province, with agricultural exports accounting for 67% of total exports in 1968. Sugar, cashew nuts and cotton continue to be Mozambique's three most important exports.

Good growth is being shown in sugar production, with export tonnages up from 119,507 in 1967 to 214,452 in 1968. Some of the most important agricultural development in Mozambique is now taking place in connection with sugar production. Two new large sugar planta-

Products in demand

Increased emphasis on the economic development of Mozambique makes it probable that there will be a growing market for U.S. goods, especially in transport and light aircraft, diesel locomotives, heavy machinery, airconditioning and refrigeration equipment, telecommunications and radar equipment, laboratory and scientific instruments, automotive accessories and spare-parts, and pharmaceutical and hospital supplies and equipment.

tions with attendant sugar milling facilities are being established in the coastal areas of Mozambique near the Incomati and Pungué Rivers, on rich land suitable for irrigation. They will contribute significantly to export revenue.

With a seemingly unlimited demand for cashew nuts in America and Western Europe, cashews continue to be the leading Mozambique export and show good promise for expansion in the future. Although the harvest of raw cashew nuts in 1968 was down 30% from the previous year due to extensive cyclone damage, the general trend of cashew nut production is upwards. Cashew trees are now being planted on farms, to augment the major harvest from wild cashew trees.

There has been a steady rise in the tonnage and value of cashew nuts shelled in Mozambique itself. Traditionally, raw cashew nuts have been exported to India for shelling. Now mechanical cashew shelling plants have been established at Joao Belo and Nacala and the tonnage of cashew shelled locally nearly doubled in 1968 to 79,000 metric tons from 41,000 tons in 1967. In 1966 only 23,000 tons were shelled locally.

A total of eight new shelling plants have been authorized and will be located close to the cashew growing areas. These plants will add significantly to the income of the province.

Cotton production figures for 1968 show an 8% drop from the previous year. This drop was caused by serious drought conditions and river floods. It does not represent a long range downturn in Mozambique cotton production.

The Third Development Plan is aiming at a cotton production figure of about 192,000 metric tons by 1973, a 57% increase over the 1968 production figure. Achievement of this substantial increase is planned through an increase in cotton acreage from the present total of 305,000 hectares to 394,000 hectares and a 10.6% increase in yield per hectare through the intensification of the Cotton Institute's technical assistance program.

The Third Development Plan projects an industrial growth rate of about 7% through 1973. Such a planned increase in industrial output does not seem unrealistic in the face of an actual 12% increase in industrial production from 1967 to 1968. Although the index of industrial production rose to 347 in 1968 (1957 = 100) it must be remembered that industrial production in 1957 was very limited. Compared with agriculture, industry still contributes a relatively small part to the income of Mozambique.

Mozambique's traditional role in transshipment of goods through its principal ports of Lourenço Marques and Beira to the interior of southern Africa continues as one of the most important economic activities of the Province. While a slowdown in the growth of the port of Beira has been evident as a result of sanctions against Rhodesia, the port of Lourenço Marques has continued its development. Tonnage in that port increased to 12 million tons in 1968, an increase of 8% over 1967.

As economic development continues in the Transvaal, Swaziland and other areas which Mozambique serves, revenues from this sector should continue to show good growth. However, transit facilities must continue to be modernized if they are to compete with rival S. African ports.

The major aim of the Third Development Plan is the development of adequate north/south communications in Mozambique. In the past, transport, both rail and road, ran largely in an east-west direction to serve developed areas in interior countries in the transit trade. Now a major effort is underway to link the main population and industrial centers of the Province (still largely coastal enclaves) through a comprehensive system of asphalted roads and improved air communications.

In the coming year the main all-weather coastal highway will finally be completed north from Lourenço Marques to Beira. Other tarred roads are under construction in the northern areas, both to help in tying together the Province and to aid in containing the insurgency in those districts.

Construction of new runways and air terminals and improvement of existing aviation facilities at a number of key points in the Province such as Lourenco Marques, Beira and Quelimane, together with the purchase of two new Boeing 737 jet aircraft, will also do much to aid communications in the Province and tie it together into a single economic unit.

Construction of Cabora Bassa dam and its related hydro-electric power facilities and transmission line looms over Mozambique as the single project which could have the greatest influence on the Province's general economic development. In the planning stage for a number of years, the contract for its construction was to have been signed by the end of 1968 with the provisional contract awarded to ZAMCO, a consortium of French, German and South African firms. Negotiations concerning financing and other details of the complicated scheme, which would involve South Africa as the major consumer of Cabora Bassa power, have proved difficult.

As this report is written, however, the South African and Portuguese Governments have announced the favorable conclusion of a joint agreement regarding conditions for the sale of Cabora Bassa power to South Africa. The Consulate General believes there is a good chance an agreement may finally be reached between ZAMCO and the Portuguese Government soon and construction of Cabora Bassa, on the upper reaches of the Zambesi River, may begin during 1969 or early 1970.

Although Gulf Oil has carried on petroleum prospecting in Mozambique since 1947, with only limited success (two rather small gas fields), the tempo of petroleum prospecting has increased significantly during the past year as the Portuguese Government has awarded new prospecting concessions to other American and foreign oil firms. Offshore drilling in what appear to be favorable geologic formations could result in the discovery of oil here in commercial quantities during the coming years.

Need goods for dam

When construction of the giant Cabora Bassa dam, and its related hydro-electric power facilities and transmission line gets underway, new opportunities will develop for the sale of U.S. tractors, earth-moving machinery and related equipment. Civil construction work related to this $300 million project will require large quantities of such equipment, and the industrial development which could follow construction of the dam itself would offer further opportunities for U.S. exporters. Construction of the dam may begin this year.

Australia tightens restrictions against foreign components

Protective duty applies to items like those made locally or in U.K.

The Australian Department of Customs and Excise has adopted a stricter policy in administration of regulations applying to imported components. Known as By-laws, these regulations afford importers concessionary rates of duty on products meeting certain specified criteria for which "suitably equivalent" goods are not available locally or from the U.K.

Applications for By-law entry are referred to Australian Customs, which determines if equivalent goods are available from local production. If equivalent goods are not manufactured in Australia, the goods may be imported at non-protective rates, i.e., General (applicable to imports from the United States)—7½%; and British Preferential—Free.

If the importer can prove equivalent goods are not made in the United Kingdom, he can obtain duty-free entry regardless of source.

In general, the policy begins with the Customs Department selecting an industry, usually one where the Government, on the advice of the Tariff Board, has already granted substantial protection on the finished products while a large proportion of the components are being imported at concessional rates under By-law.

The Department then examines the industry to see which components being used are locally produced and which are being imported. If any manufacturers within the industry are using locally produced components, all existing By-law concessions on similar components are cancelled.

Under the new policy, By-laws would be cancelled regardless of whether the local component is suitably equivalent. For example, if Manufacturer A is using a locally-produced transmission, and Manufacturer B is using one imported under By-law, Manufacturer B would lose his By-law concession, even though the locally-produced transmission could not be adapted to his requirements without substantial cost.

A "front runner" concept provides a grace period to ease the impact of the transition. The manufacturer with the highest local content within the industry is selected as the front runner. His percentage of local content then determines the amount of By-law imports which may be imported during the grace period.

For example, one manufacturer may have achieved 60% local content; during the grace period, other manufacturers must use 60% local content and are granted By-laws on the remainder.

After the grace period, the Customs Department will list all local components being utilized; By-laws on similar components are then cancelled.

Even the front runner can be affected, because other manufacturers may be using some local components which the front runner had been importing.

The new By-law procedure involves manufacturers of road rollers, mobile cranes, excavators, forklift trucks, chain saws, front-end loaders, electric hoists, refrigerator compressors, welding machines, trenching machines and outboard motors. Others may be added.

The policy naturally affords added protection to the manufacturers of components; thus, industries which have previously utilized a high proportion of imported components may have to seek higher protection for the finished product in order to remain competitive.

This change in policy should be noted in Overseas Business Report 68-38, "Foreign Trade Regulations of Australia."

Private mission visits UAR, discusses trade, investment

A private trade and investment mission to the United Arab Republic recently returned to the United States, following a week's visit.

The mission was sponsored by the American-Arab Association for Commerce and Industry, Inc., a New York-based group of 125 U.S. firms with interests in North Africa and the Middle East. Some 14 members of the Association participated, representing the fields of banking, telecommunications, construction, consulting engineering, transportation, power and food products.

The mission, organized in response to a request from the UAR Ministry of Economy and Foreign Trade, discussed with UAR officials several promising areas for increased trade. In addition, potential U.S. investment opportunities were examined. The mission's findings will be published shortly in the Association's quarterly *American-Arab Trade Newsletter.*

The American-Arab Association for Commerce and Industry, Inc. is located in Suite 1702, 505 Fifth Ave., New York.

Korean trade plan limits some imports

Korea has made public its trade plan for the second half of 1969. The trade plan, which incorporates the negative list system of import licensing adopted by Korea as a trade liberalization measure in the summer of 1967, is revised every six months and contains two commodity listings. One list defines those items which may not be imported and the other defines those items which are licensed for import on a restrictive basis. All other commodities are licensed for import on an automatic approval basis.

Since the introduction of this system, the number of import prohibited items has declined from 118 to 74, the chief categories now being certain prepared foods, office supplies and jewelry, as well as a broad range of textile yarns, fabrics and apparel. The number of items in the restricted category has increased, however, from 402 to 523, causing a corresponding decline in the number of items licensed on an automatic approval basis from a peak of 812 to the present 715.

The import restricted items are most often simple manufactures which Korea has the capacity to produce. These include a wide variety of textile yarns and fabrics, leather, paper goods, metal products, glass, agricultural implements, pumps, electric motors and transformers, telephone equipment, bearings, diesel engines, paints, plastics, and rubber goods.

Products that appear on the restricted list may be imported only if they conform to guidelines announced separately by different Ministries of the Korean Government or, for certain items, receive the recommendation of the Ministry of Commerce and Industry for importation.

An English translation of the trade plan is available for review at most Department of Commerce Field Offices. Questions relating to the classification of specific products may be addressed to a Department of Commerce Field Office or to the Far Eastern Division, Bureau of International Commerce, Washington, D.C. 20230.

New investment code for Tunisia signed to combine decrees

Advantages provided by laws of recent years pulled together

A new investment code of Tunisia has been signed by President Bourguiba.

The new code pulls together advantages provided new investment and reinvestment in a series of laws and decrees over recent years. It assures equality before the law in "tax and social matters" for foreign investors and the right to repatriate invested capital and profits.

In a serious disagreement between the investor and the Tunisian Government, recourse can be had either to bi-lateral agreements between the Tunisian Government and the government of the investor, or to the World Bank-sponsored Convention for the Settlement of Investment Disputes, to which Tunisia is a signatory.

Three categories defined

Three categories of investment are described in the code, with greater automatic advantages going to the larger ones. A series of more or less standard benefits are found, such as reduction or exemption from certain taxes, suspension of customs duties, advantageous depreciation rates, and state-financed infrastructure outlays.

The code does not eliminate the need for negotiations with the Tunisian Government. First, approval must be obtained from the Secretariat of State for Planning and National Economy for any proposed investment; second, the code states that even more favorable conditions than those described in it may be granted; last, several of the benefits are optional. In short, the actual conditions surrounding an investment are still largely a matter to be negotiated by each investor, the Tunisian Government retaining a large measure of options with which to bargain.

For more information about the code, **write:** Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230.

Australia considers raising barriers to ethylene oxide

The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question of whether restrictions should be raised against the importation of ethylene oxide and its derivatives.

The most important of these products from the standpoint of U.S. exports are organic surface-active agents and brake fluid. Total Australian imports of the former during the 12 months ending June 1968 were valued at $4,048,579, of which 49% or $1,969,538 worth came from the United States. Australian imports of brake fluid during the same period were valued at $2,073,081, of which 33% or $695,263 worth was of U.S. origin.

U.S. exporters who wish to submit evidence to the Tariff Board through their Australian distributors may do so by following the procedures outlined in INTERNATIONAL COMMERCE of Aug. 28, 1967.

Canada will review nomenclature in sugar import policy

Interested parties can protest duty changes at public hearing

Canada's Minister of Finance has directed the Canadian Tariff Board to review thoroughly the rates of duty and the tariff nomenclature for sugar and related products. This study is being requested as a result of recent changes in the international sugar market, including Canada's participation in the new International Sugar Agreement.

Elements that will be considered include the effectiveness of the present nomenclature and the economic effect of the tariff structure on imports and prices of refined sugar, on the Canadian refiners' profit margins, and on sugar beet production in Canada.

Possible tariff amendments

Should the Board decide that amendments to the Customs Tariff are desirable, it will submit a revised schedule of tariff items, with recommendations as to rates of duty, in its report to the Finance Minister.

Proposals concerning the wording and the rates of duty of the tariff items within the scope of this matter should be filed in writing with the Secretary of the Tariff Board not later than Oct. 17, 1969. Interested parties, including U.S. exporters, should file in writing briefs or submissions in support of any proposals or in contestation of proposals made by others with the Secretary of the Tariff Board not later than Nov. 28, 1969. Three hundred copies of proposals and of briefs or submissions should be filed with the Secretary for distribution to interested parties upon request.

A public hearing on this matter will be held in the Board's courtroom at 219 Argyle Avenue, Ottawa, commencing Jan. 19, 1970, at 10:00 a.m. Persons wishing to attend this hearing should notify the Secretary of the Tariff Board not later than Jan. 9, 1970.

Parties who desire to receive further news of developments regarding this matter, and who are not already on the Board's general mailing list, should request the Secretary to place their names on the mailing list for Reference 146. Correspondence should be directed to the Secretary of the Tariff Board, Ottawa 4, Ontario, Canada.

Austria seeks foreign capital to make finished products

Austria is interested in new manufacturing enterprises producing any kind of finished products, the Austrian Trade Minister recently pointed out. There is a preference for products involving new manufacturing techniques and advanced technology. He stated that Austrian taxes are high but the country offers many other advantages to foreign investors, such as political stability, good business-labor relations, untapped labor reserves and support from regional and municipal authorities. The Trade Ministry has established an Information Bureau for Investors. At the request of an investor, it will invite all interested parties, including regional and municipal authorities as well as business and industry organizations, to a round-table meeting at the Ministry. This will enable the investor to discuss all related problems without having to contact a large number of offices separately. A similar advisory office will be set up by the Federal Chamber of Commerce in Vienna.

A pamphlet entitled "What Austria Offers the Investor," prepared by the Austrian Trade Ministry, and a bulletin entitled "Austria Invites American Investment," prepared by the Austrian Embassy in Washington and the Austrian Consulate General in New York are available for consultation at any of the U.S. Department of Commerce Field Offices or the European Division, Bureau of International Commerce, Room 3421, Department of Commerce, Washington, D.C. 20230.

Indonesian mission in U.S. next month releases itinerary

Group to discuss trade-investment opportunities with U.S. contacts

The Agency for International Development (AID) has released an itinerary of the Indonesian Investment and Trade Mission scheduled to visit the United States in September.

Composed of 20 top level businessmen and four senior government officials, the group seeks to acquaint U.S. companies with opportunities for trade and investment in Indonesia. (The initial announcement outlining the Mission's itinerary was published in the July 28 issue of INTERNATIONAL COMMERCE.)

The Mission plans to arrive in Hawaii on Sept. 9, at which time it will split into three groups. One group will remain in Hawaii for the balance of the week, while another group will fly directly to Portland. This group, whose interests lie in the forestry field, will be in Portland between Sept. 9 and 13. The third group will go to Los Angeles, arriving on Sept. 11 and remaining in the Southern California area through the 13th.

With the exception of three members, the Mission will meet in Chicago on Sept. 14, to attend a conference on Sept. 15 to introduce the members to the Mid-West business community. Mission members will be available to meet with U.S. businessmen from the Mid-West area for the remainder of the week.

A special session for Mission members with an interest in agribusiness has been scheduled for Minneapolis on Sept. 19. The program will be conducted by Dr. Will Anthony, c/o University of Minnesota, St. Paul, Minnesota, telephone (612) 373-1093. For further details interested parties should contact Dr. Anthony.

At the conclusion of the Mid-West visit, the entire Mission will travel to Washington on Sept. 21 to meet with officials of U.S. Government agencies responsible for promoting trade and investment in the less developed countries. This part of the trip will end on Sept. 23 and the Mission will proceed to New York to attend a three-day American Management Association seminar beginning on Sept. 24.

Mission members will remain in New York through Sept. 30 for private consultations with U.S. concerns in that area. Appointments with U.S. firms in other areas can be arranged prior to the official termination of the program on Oct. 3.

To obtain information on any portion of the program, interested parties should contact Nahman Zirinsky, Private Enterprise Division, Office of Capital Development and Finance, Bureau for East Asia, Agency for International Development, Washington, D.C. 20523, telephone (202) 63-29079.

U.K. firm seeks licenses to make pumps, furnaces

W.D.M. Limited, a British manufacturer of high vacuum equipment and accessories and high temperature furnaces, is interested in licensing and/or cross licensing arrangements with U.S. firms to produce multi-module high vacuum pumping equipment, vacuum accessories, general purpose high temperature furnaces, and micro-volume sliding change over valves.

Mr. L. A. J. Gardiner, chairman and managing director of W.D.M. Limited, will be in New York from Aug. 24 to Aug. 29, 1969. He will be available for discussions with interested firms through the U.S. Department of Commerce Field Office, 41st Floor, Federal Office Building, 26 Federal Plaza, Foley Square, New York, New York 10007. (Telephone 212-264-0634). WTD. **P-70058.**

License to make spray-on insulation material sought

A license to manufacture spray-on insulation materials and other products used in the building industry is sought by a French firm.

The products consist of powders made of plastic materials such as polystyrene, polyurethane or phenolic resins which can be mixed with water and applied to building components.

Currently, the French firm manufactures insulated panels and markets a variety of products for the building industry as well as decorative coatings.

Write: Societe Intermat, 21 Rue des Sports, 81-Mazamet, France. WTD. **P-70085.**

Dutch firm offers licensing rights to U.S. companies

A Dutch firm is interested in granting licenses to U.S. companies to produce six products invented by its manager/owner. Items offered are a capacitive groundwater pressure meter; an elastometer for determination of eye cornea elasticity; a folding mirror stereoscope used for air cartography; a solar prism; photocopying machines of various types; and an offset master developing machine.

For additional information and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity.

1) The capacitive groundwater pressure meter makes use of a condenser which consists of a monel metal membrane on which an electrode has been mounted, in lieu of tensile strips. This apparatus, which is forced deep into the ground, is connected to electronic equipment for measuring the groundwater pressure. **File 1789.**

2) The elastometer for determination of eye cornea elasticity involves a technique in which a very light, streamlined balance is released from an out-of-balance position, after which a tiny sphere hits the cornea. Depending upon the amount of elasticity of the cornea, the balance will "bounce" back more or less severely. This "bouncing back" can be read from a transparent scale division. The total weight of the balance is about seven grams. It is mounted between sapphire stones. **File 1790.**

3) The folding mirror stereoscope is an instrument used for air cartography. By mounting two overlapping photographs one can obtain a stereoscopic image. In this way, differences in height and depth can be measured. The instrument has a magnifying factor of eight, and uses reversing prisms. **File 1791.**

4) The solar prism is mounted on the objective of a telescope (for example a theodolite) to provide for a quadruple picture of the sun, in clover leaf form. By forming cross-hairs over the overlapping images of the sun, very precise

measurements can be made. This instrument is used for the precise location of astronomical objects. **File 1792.**

5) The photocopying machines are of three styles. Each uses liquid two-bath system for development and stabilization. **File 1793.**

6) The Dutch firm is also offering a two-bath offset master developing machine. The temperature of the developer is controlled thermostatically. **File 1794.**

U.S. ties sought by New Zealanders

Interested in building motor hotel, greeting cards, paper back books

Two New Zealand firms are interested in collaboration and licensing agreements. One is interested in the construction of a motor hotel and the other in the production of greeting cards, paper back books, and other products in the paper field. Interested U.S. firms can obtain additional information by corresponding directly with the companies.

• A New Zealand businessman with considerable experience in the hotel/motel industry is seeking an American collaborator for the construction and operation of a 130 unit motor hotel in Wellington. An attractive site in the Oriental Parade area fronting on the Wellington Harbor is planned for the new facility.

Write: Ronald J. Evans, 22 Grafton Road (P.O. Box 3525), Wellington, New Zealand. WTD. **P-70099.**

• A well known New Zealand publishing company with modern and extensive newspaper and commercial printing facilities seeks licenses to manufacture or print and market products in the paper field. These include gift wrapping paper, greeting cards, paper back books, and continuous office stationery systems such as carbon interleaved and carbonized paper invoice systems.

The New Zealand firm's current activities include magazine printing, all types of commercial printing and photoengraving. The company markets its services in New Zealand and Australia.

Write: Phillipp V. Harkness, managing director, Waikato & King Country Press Ltd., 274 Victoria St., Hamilton (Postal address: P.O. Box 444, Hamilton), New Zealand. WTD. **P-70091.**

Licenses to make chemicals for paper industry sought by Austrian manufacturer

An Austrian producer of paper sizings and rosins, auxiliary materials for the paper and foundry industries, protective agents for buildings, and raw materials for the paint and varnish industry desires licenses from American firms for chemicals for the paper industry to be manufactured in Austria and sold in all of Europe, including Eastern Europe.

The firm has production facilities in Wiener Neustadt (three plants), Hohenems, and Vorarlberg; a branch office in Vienna; and warehouses in several provincial capitals of Austria. It employs 115 workers and 23 traveling salesmen. Established over 110 years ago, it enjoys a good reputation.

Write: Chemische Werke Franz v. Furtenbach, Ungargasse 5, A-2700 Weiner Neustadt, Austria. WTD. **P-70079.**

Swiss firm wants to make additives for baked goods

A Swiss company specializing in the manufacture and distribution of all kinds of additives for the food processing industry seeks licensing agreements.

The firm wants to produce additives for use by bakeries such as preparations to prevent baked goods from drying out, stabilizers and emulsifiers.

Write: E. Heierli, Produits Morgia SA, 1110 Morges, Switzerland. WTD. **P-70096.**

Uruguayan group planning hotel, tourist complex

A group of businessmen and the city of Minas, Uruguay are seeking technical and financial collaboration with an American firm for a hotel and tourist facilities surrounding the city. The area is slightly inland from the Atlantic coast about 45 miles west of Punta del Este and 75 miles northeast of Montevideo. Projected cost of the proposed tourist complex is in excess of $2 million.

The area surrounding Minas is often called the "Switzerland of Uruguay" because of its attractive scenery and extremely mild climate. It is located approximately equidistant from the borders of Argentina and Brazil.

Write: Sr. Santiago Dossetti, dir., Department of Culture and Tourism, Intendencia Municipal, Minas-Lavalleja, Uruguay. **P-70093.**

Australian producer desires arrangement

Wants license or joint venture to make disposal systems

A large Australian company seeks a license or joint venture to manufacture equipment for the compaction, transportation and disposal of dry industrial waste.

The Sydney firm will consider a licensing agreement and/or the establishment of a new company with 50% or less equity furnished by the U.S. participant. Design, production and marketing operations could be carried out by the parent concern or through one of its 15 major divisions.

Currently, the Australian concern has interests in a number of fields, including haulage contracting, steel fabrication, timber and engineering services. It has over 3,500 employees.

A three-man team led by the firm's executive director plans to visit the United States between Aug. 20 and Sept. 15 to evaluate disposal systems and discuss production arrangements with equipment manufacturers.

U.S. companies interested in making arrangements to discuss this proposal with the Australian executives should call or write Mr. Frank Rule, dir., New South Wales Center, 680 5th Ave., New York, N.Y. 10019. (Telephone: (212) JU 2-0336).

Firms desiring additional information concerning this opportunity should contact Mr. S. David Horner, Director, Investment Resources Division, Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230, referring to project Number **P-70092.** (Telephone: (202) 967-5367). WTD.

French firm seeks licenses to make polishes for floors

A license to manufacture self-polishing emulsion for plastic floors is sought by a French producer of floor polish, household dyes, and cleaning preparations for carpets.

The French firm employs 150 and distributes its products through 25 agents. It also exports to Belgium, Switzerland, and Africa.

Write: Gonnet S.A., B.P. 288, Villeurbanne PA, France. WTD. **P-70056.**

Indian booklet lists needs for chemicals

The report also covers current status of the chemical industry

U.S. chemical companies contemplating investments in India may be interested in obtaining a copy of a new booklet entitled *Analysis and Expansion of Chemical Industry in Maharashtra.*

The 80 page report prepared by an Indian engineering firm for the Industrial and Investment Corp. of Maharashtra Ltd. (SICOM), a State investment promotion agency, covers the current status of the chemical industry in Maharashtra and recommends additional chemicals for manufacture in the area, some of which could be produced in the near future and others at a later date.

It outlines the demand for synthetic detergents, polyester and epoxy resins, and polyurethanes; raw materials and intermediates such as benzene, caustic soda, methanol, naphtha and glycerine; and other chemicals including melamine, alkyd resins, benzyl derivatives and epichlorohydrin which are not presently produced in India.

SICOM provides a wide range of technical and economic services to Indian and foreign firms interested in establishing industrial prospects in the less developed parts of Maharashtra. It also extends long term loans, underwrites capital and participates in ventures with equity financing without requesting a share in management.

U.S. chemical companies interested in obtaining a copy of the booklet, priced at Rs 10.00 (about $1.34), or in obtaining additional information about SICOM's operation should **write:** V. Srinivasan, managing director or B. L. Pandhripande, senior project officer, State Industrial and Investment Corp. of Maharashtra Ltd. (SICOM), Mistry Bhavan, Dinsha Vachha Road, Bombay 20, India. **P-70089.**

Opportunity for asbestos processing industry cited

An opportunity for the establishment of an asbestos processing industry in the Australian State of New South Wales has been reported by the Tamworth and District Chamber of Commerce. A new asbestos mine recently opened in the area is expected to produce approximately 5,000 long tons a month of groups 4, 5, 6 and 7 asbestos. Since the mining company has no desire to establish any processing activities, the Tamworth Chamber of Commerce is anxious to encourage a manufacturing operation to utilize at least a part of the planned asbestos production.

Tamworth is approximately 200 miles due north of Sydney, a little over 100 miles from the coast. It is in the center of the state's wheat growing district and has a population of around 20,000.

Write: Lt. Col. L. J. Jones, MBE, executive officer, Tamworth and District Chamber of Commerce, P.O. Box 119, Tamworth, New South Wales, 2340, Australia. **P-70095.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Colombian plant offered

A Colombian manufacturer of electric motors, grinders, compressors, and arc welding equipment wishes to locate an American firm interested in acquiring its plant in Bogota.

Firms wishing to pursue this opportunity can obtain a detailed breakdown of buildings, land, and machinery involved by **writing: P-70090,** Office of International Investment, Depart. of Commerce (BIC-878), Wash., D.C. 20230. WTD.

Korean firm makes joint venture offer

Collaboration for manufacture of ceramic tile, prefab housing sought

A large, well established, engineering and construction company is seeking a joint venture with an American company to establish a new ceramic industry.

The firm, which was established in 1939, has constructed highways, power plants, oil refineries, and ports throughout Korea.

It is currently constructing several facilities, among which are a hospital, an air base and port facilities, for the U.S. Government in Vietnam.

The company is also interested in collaboration with American firms for the manufacture of all types of building materials and the construction of low cost housing. In particular, the techniques for use of standardization and prefabrication in the development of large tract homes is desired.

Write: Dae Lim Industrial Co., Ltd., #14-26, Dongja-dong, Chung-ku, Seoul, Korea. WTD. **P-70076.**

Additional information on this opportunity is also available from the Office of International Investment (BIC-878), U.S. Department of Commerce, Washington, D.C. 20230.

German firm seeks new ideas in camping, gardening field

Hudora-Werke, internationally known manufacturer and exporter of ice and roller skates and accessories, wishes to diversify and seeks licenses from U.S. manufacturers of new-to-the-market equipment in the camping, hobby, and gardening fields, all of which Hudora believes offer good sales potential in the European market.

Established in 1919, the firm employs 140 persons and has an annual sales volume of approximately $1.5 million. Its facilities are modern, and it operates its own international sales organization with 20 sales agents.

Catalogs describing the Hudora's present products are available on request to interested manufacturers.

Firms interested in following up this opportunity should **write:** Hudora-Werke, Hugo Dornseif, 22 Uelfestr, 5608 Radevormwald, Germany. WTD. **P-70083.**

Prequalification invited by Iran for construction of irrigation system

The Khuzestan Water and Power Authority of Iran invites construction contractors from Iran and other member nations of the World Bank and Switzerland to prequalify for the presentation of tenders for roads and bridges (Contract GD-103), facilities of the Dez Irrigation Project, Khuzestan Province, Iran.

The Government of Iran has received a loan from the International Bank for Reconstruction and Development to supplement financing of this project. Proceeds of this loan will be applied to payments under this contract.

The work scope of this contract includes construction of approximately 35 kilometers of surfaced roads, precast concrete girder railroad over-crossings, three major drain and canal crossings, one 170-meter-long composite steel girder bridge with a maximum span of 17 meters over the Dez River, and a number of drain and canal crossings consisting of 0.6 meter diameter concrete pipe up to 2 x 2 meter reinforced concrete box culverts.

Only contractors with prior experience in the specific works and magnitude of the proposed work above are eligible to prequalify.

Joint ventures formed for the purpose of this contract are permissible. In case of joint ventures, a certified copy of the joint venture agreement must be submitted with the prequalification application.

Contractors who submitted prequalification documents in reply to a similar advertisement in August 1968 need not respond to this invitation. Contractors presently registered with Plan Organization and have not heretofore applied for prequalification must make separate application for this contract.

For prequalification documents and additional information, apply in writing to: Development and Resources Corporation Tehran, c/o R. J. Pritchard, P.O. Box 1527, Tehran, Iran.

Completed prequalification documents must be returned to the address stated below by Sept. 4. Director of Engineering, Development and Resources Corp., One Whitehall St., New York, N.Y. 10004.

Panama calls for bidders on construction project

Panama's Social Security Administration has issued a call for the construction and outfitting of a 15-story administration building. According to the Social Security Administration, payment for this project will be in cash, utilizing its own financial resources.

Bid deadline is Sept. 24.

This licitation is subject to the provisions of Panama's Fiscal Code which, among other requirements, limits the submission of bids to Panamanian firms or Panamanian firms acting in association with foreign companies. U.S. firms, accordingly, must have these bids submitted by a Panamanian representative.

A copy of the specifications for this project may be obtained from the Purchasing Office, Social Security Administration, P.O. Box 1393, Panama 1, R.P. at a cost of $200. This payment will be refunded, if the specifications are returned in good condition, within 30 days after the contract has been awarded to the winning bidder. The deposit will not be returned to those firms or individuals who do not participate in the licitation.

Paraguay issues notice to construction bidders

The Government of Paraguay announces that a public international tender is being called for repair and improvement of highways 2 and 7, Asuncion to Puerto Presidente Stroessner (Eusebio Ayala to Caaguazu Section). Only those construction firms previously qualified may submit bids on this project, which is estimated to cost over $5 million.

The works to be performed are: 1) improvement of surface and underground drainage; 2) strengthening of the pavement surface, rebuilding of the road section up to the Telford base, increasing base thickness up to standard design and/or application of layer of additional base and asphalt layer; and 3) adjustment of superior surface or platform as per typical cross section.

Bid deadline is Sept. 3.

Firms may request copies of the tender documents from the Ministry of Public Works and Communications, Calle Oliva y Alberdi, Asuncion, Paraguay, or from Brown & Root Overseas, Inc., Project Consulting Engineers, Avenida Peru 657 entre Azara y L. A. de Herrera, Asuncion, Paraguay.

Malaysia discloses plans for a complete television system

The Ministry of Information and Broadcasting, Kuala Lumpur, has issued Tender No. 1/KPP/TV/SABAH/69 for a complete television system. Bid deadline is Sept. 2.

Bid should offer two complete 10 Kw transmitters, studio center, microwave link, and temporary studio equipment to insure television transmissions by January 1970.

Copies of tender announcement and specifications are available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-4823).

New Zealand extends deadline

The New Zealand Post Office, Wellington, has extended the bid deadline for the supply of telephone sets from Aug. 21, to Sept. 30 (INTERNATIONAL COMMERCE, June 23, p. 36).

Australia wants bidders for irrigation complex

Tenders are being sought on the construction of Fairbairn Dam and appurtenant works by the Commissioner of Irrigation and Water Supply in Brisbane, Australia.

the construction of an earthfill dam approxithe construction of an earthfill dam aproximately 145 ft. high and 2,700 ft. long at crest level, concrete spillway and prestressed concrete road bridge across spillway, concrete intake tower and access bridge, two tunnel plugs and surface works at the downstream portal of tunnel, pumping station, channels, two intake structures, and gate house.

Bid deadline is Sept. 30.

Tender documents are available for $30 a set from the Commissioner of Irrigation and Water Supply, P.O. Box 74, North Quay, Brisbane, Queensland 4000, Australia. One set is available for office review in Room 4813, U.S. Department of Commerce, Washington, D.C. ★(Telephone: 202-967-3602).

Equipment bids sought on communication needs

The Government of the Union of Burma has issued Tender No. MEIC/14/T-9, for supply of audio equipment.

Bid deadline is Aug. 16.

Bid should offer 200 transistorized amplifiers 30-50 watts output, A.C./battery operation; 400 driver units, 30-50 watts; 400 20-in. reflex horns; 200 dynamic microphones, with stands.

Copies of tender announcement and specifications are available from the Manager, Electrical Stores, Import Division, Myanma Export/Import Corp., 577 Merchant St., Rangoon, or on a short-term loan basis to firms located in the U.S. from the U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-4823).

SHAFE announces bids for electronic tubes

The Purchasing and Contracting Office, Allied Forces Southern Europe, Naples, Italy, has issued Tender No. 23-69, for the supply of various types of electronic tubes.

Bid deadline is Sept. 10.

Copies of tender announcement and specifications are available on a short-term loan basis to firms located in the U.S. from the Communications Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-4823). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit number and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

01136—GERMANY—Dry beans, dry peas, other pulses. Requests price quotations c.i.f. European ports. Leo Savelsberg (importer, distributor, agent, exporter), 517 Juelich/Rhld., Postfach 469. WTD 7/69.

Dry peas. Requests price quotations c.i.f. Bremen. Correspondence requested in German. Helmut Ullrich & Co. (importer, distributor), 4793 Bueren/W., Postfach 55. WTD 7/69.

01137—GERMANY—Grass seeds: perennial ryegrass, Italian ryegrass; meadow fescue; Timothy; red fescue true creeping; common ryegrass; Kentucky blue grass; orchard grass; redtop; velvet bentgrass; brown top-colonial-Astoria-Highland-bentgrass; medium bentgrass; creeping bent grass-white bent grass; tall oat grass; fowl meadow-grass; slender foxtail; Hungarian brome-grass; yellow oat grass-golden oat grass; reed canary grass-reed grass; bird seed: sorghum, millet, hemp. Clover seeds: red clover; alfalfa; white clover, Dutch clover; crimson clover; alsike clover; serradella; trefoil-black medic and birdsfoot trefoil. Requests price quotations c.i.f. European ports. Leo Savelsberg (importer, distributor, exporter), 517 Juelich/Rhld., Postfach 469. WTD 7/69.

Clover seeds: grass seeds; bird seeds (sorghum, millet and hemp). Requests price quotations c.i.f. Bremen. Correspondence requested in German. Helmut Ullrich & Co. (importer, distributor), 4793 Bueren/W., Postfach 55. WTD 7/69.

Grass seeds: agrostis highland bentgrass; festuca arondinacea; festuca rubra fallax; agropyron repens. Requests price quotations c.i.f. Hamburg. Correspondence requested in German. Hermann Will & Co. KG. (importer, distributor, exporter), 46 Dortmund-Kirchlinde, Frohlinder Strasse 19a. WTD 7/69.

01193—GERMANY—Sugar crops: seeds for sugar beets. Requests price quotations c.i.f. European ports. Leo Savelsberg (importer, distributor, exporter), 517 Juelich/Rhld., Postfach 469. WTD 7/69.

203 Canning, preserving foods

20341 — GERMANY — Dehydrated onion, garlic, paprika snips. Hagesued Interspice G.m.b.H. (importer, manufacturer), 29 Wernerstrasse, 7 Stuttgart-Feuerbach. WTD 7/69.

208 Beverage industries

20874—GERMANY—Flavoring concentrates and extracts (except beverage bases), natural or imitation, to be used for spices. Hagesued Interspice G.m.b.H. (importer, manufacturer), 29 Wernerstrasse, 7 Stuttgart-Feuerbach. WTD 7/69.

209 Food preparations

20999—GERMANY—Spices and spice mixtures, oleo resins spice. Hagesued Interspice G.m.b.H. (importer, manufacturer), 29 Wernerstrasse, 7 Stuttgart-Feuerbach, WTD 7/69.

221 Broad woven fabric mills, cotton

22117—HONG KONG—Ladies' cotton dress cloth, cotton shirtings. Gordon, Woodroffe & Co. (Far East), Ltd. (importer, distributor, agent), P.O. Box 87. WTD 7/69.

222 Broad woven fabric mills, manmade fiber, silk

22210—HONG KONG—Men's polyester/wool suitings; ladies' polyester or synthetic blends dress cloth and polyester shirtings. Gordon, Woodroffe & Co. (Far East), Ltd. (importer, distributor, agent), Box 87. WTD 7/69.

229 Textile goods

22982—JAPAN—Manmade double braided fiber cordage to be used in carriage movement system for electric typewriter. Daikoku Co., Ltd. (manufacturer, exporter), 43, 2-chome, Kamiiida-nishi-machi, Kita-ku, Nagoya, or P.O. Box 132, Central, Nagoya. WTD 7/69.

231 Men's, youths', boys' suits, coats, overcoats

23111—IVORY COAST—Men's ready to wear, wash and wear and/or tropical-weight suits in all price ranges. Requests prices c.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica

(distributor, retailer), B.P. 5242, Abidjan. WTD in preparation.

23113—IVORY COAST—Men's tailored dress and sport coats, jackets: regular, wash and wear, tropical weights, all price ranges. Requests prices c.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

23114—IVORY COAST—Boy's suits, coats, tailored jackets: regular, wash and wear, tropical weights, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

23212—IVORY COAST—Men's, youths', boys' knit outerwear sport shirts: regular wash and wear, tropical weight, all price ranges, c.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

23214—IVORY COAST—Men's, youths' and boys' woven dress and sport shirts: regular wash and wear, tropical weight, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

23215—IVORY COAST—Men's, youths', boys' nightwear: regular, wash and wear, tropical weight, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

23230—IVORY COAST—Men's, youths', boys' neckwear, tropical weight, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

23271—IVORY COAST—Men's, youths', boys' separate dress and sport trousers: regular, wash and wear, tropical weight, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

233 Women's, misses', juniors' outerwear

23312—IVORY COAST—Women's, misses', juniors' knit outerwear sport shirts: regular, wash and wear, tropical weight, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

23317—IVORY COAST—Women's, misses', juniors' blouses, waists and shirts: regular, ready to wear, tropical weight, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

23352—IVORY COAST—Women's, misses', juniors' dresses: regular, wash and wear, tropical weights, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

23372—IVORY COAST—Women's, misses', juniors' suits: regular, wash and wear, tropical weights, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

23374—IVORY COAST—Women's, misses', juniors' shirts, jackets: regular, wash and wear, tropical weight, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

23393—IVORY COAST—Women's, misses', juniors' outerwear, scarves, bathing suits, dickies, etc.: regular, wash and wear, tropical weights, all price ranges. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

238 Miscellaneous apparel, accessories

23850—IVORY COAST—Light plastic rainwear for men, women. C.i.f. Abidjan. Correspondence requested in French. Tiemoko Coulibaly, President de la Serica (retailer), B.P. 5242, Abidjan. WTD in preparation.

251 Household furniture

25112—BELGIUM—Furniture: wood, finishing for living room, library; deluxe quality only. Horas S.A. (importer), 144 Ave. Louise, Brussels 5. WTD 7/69.

25121—BELGIUM—Arm chairs: upholstered, household; deluxe quality. Horas S.A. (importer), 144 Ave. Louise, Brussels 5. WTD 7/69.

252 Office furniture

25221—BELGIUM—Armchairs, upholstered metal, household; deluxe quality. Horas S.A. (importer), 144 Ave. Louise, Brussels 5. WTD 7/69.

262 Paper mills, products

26212 — SINGAPORE — Waste paper: groundwood flyleaf shavings; mixed groundwood cuttings and shavings; hardwhite shavings. Tan Eng Sing, managing dir., Paper Products (M) Bhd. (manufacturer), 394 Kim Chuan Rd., Singapore 19. WTD in preparation.

264 Converted paper, paperboard products

26461—SINGAPORE—Waste paper for paper mill: mixed paper; super mixed paper; mill wrappers; new brown kraft envelope cuttings; white newsblanks. Tan Eng Sing, managing dir., Paper Products (M) Bhd. (manufacturer), 394 Kim Chuan Rd., Singapore 19. WTD in preparation.

281 Industrial chemicals

28199—INDIA—Seven tons activated carbon, granular form, for use as an absorbent of solvents such as toluene, ethyl acetate, butyl acetate and tetravhudrofuran. Brief specification: moisture percentage max 8; granulation percentage 73.3 mm-96.00 max; adsorptive capacity: benzene adsorption at 20°C. (free foreign exchange). Complete specifications available from Trade Opportunities Staff, Rm. 4053, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. P.C. Poddar, Kesoram Industries & Cotton Mills Ltd. (manufacturer), 10 Camac St., Calcutta 17, West Bengal. WTD 6/69.

282 Plastics materials

● **28200—BURMA**—Bids are requested by the manager, Industrial Raw Materials, Import Division, Myanma Export/Import Corp., No. 577, Merchant Street, Rangoon, Burma, by Aug. 23, for the following materials: PVC in rigid, general purpose, sheathing, insulation, infection molding and suspension grades, 243 long tons; Phenolic molding powder, two long tons; HDPE, blow molding grade, 50 long tons; Polyethylene, general purpose and injection molding grades, 85 long tons; Polystyrene, general purpose, 140 long tons; Expandable polystyrene beads, two long tons; SBR, for microcellular rubber sandals, 45.5 long tons; Butadiene copolymer resin, for oil resistant rubber, four long tons; UF molding powder, two long tons; CA molding powder, five long tons; SAN, for fountain pens, 7.5 long tons; Polyester sheets, 20,000 kg.; PVC transparent sheeting, 54" wide, 0.20 mm. thick, 50,000 yards. Delivery from November 1969 to May 1970. Tenders MEIC/18/T 62 to 80/69-70. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-3529). Copies are also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

285 Paints, varnishes, lacquers, enamels

28516—BELGIUM—Special protective coatings in different colors, for outer masonry walls of buildings, houses; first rate quality products with ten yr. guarantee. Etn. Roger Gijbels (importer, distributor), Kolrakkerstraat 43A, Kermt-Limburg. WTD 7/69.

329 Abrasive, asbestos, nonmetallic mineral products

32950 — NETHERLANDS — Industrial treated clays in bulk such as activated and anticaking clays for coating fertilizer grannules. Direct purchase and agency. Ingenieursbureau AKPRO (distributor), Attn: R. Akkerman, 46 Cornelis Suyslaan, Rijswijk. WTD 6/68.

335 Rolling, drawing, extruding of nonferrous metals

● **33500 — SINGAPORE** — Supply of 542 pair/20 lb. per mile P.C.Q.T. telephone cable. Tender No. P/41/69. Bid deadline Aug. 29. Contact gen. mgr., Singapore Telephone Board, Hill St., Singapore 6.

The new look

Exporters will note that the World Trade Opportunities Section has taken on a "new look."

Opportunities are now listed under a five-digit SIC classification number immediately under the previous three-digit number. Purpose: to make it easier to pinpoint specific commodities.

The five-digit SIC classification system is used extensively by the Bureau of Census, Dun and Bradstreet, trade associations and many state and local agencies, and is thus familiar to most American businesses.

343 Heating apparatus, plumbing fixtures

34320—MOROCCO—Bath and shower fittings, lavatory fittings, sing fittings, replacement parts and repair items. Correspondence requested in French and Spanish. Quincaillerie Marhaba, Attn: Ait Said Kacem (importer, distributor, retailer), Rue Mexique 34, Tangier. WTD in preparation.

345 Screw machine products

34500—IRAN—Supply of 4,500 pcs. control adjusting bolts and nuts and 7,000 pcs. 4 and 6 holed fishplates. Tender No. 418 & 453/48, bid deadline Sept. 14. Iranian State Railways, Tehran, Iran. ★(Telephone: 202-967-5585). A copy is also available for review at the Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

353 Construction, mining, materials handling machinery, equipment

35316—PORTUGAL—One or two used asphalt plants in good condition, capacity 30 to 60 tons per hr. Jose Ribeiro, Industrias e Comercio, S.A.R.L. (contractor), Avenida de Padua, J.R. (Cabo Ruivo), Lisbon-6. WTD in preparation.

354 Metalworking machinery

35422 — PORTUGAL — Hydraulic press (used or new), 50 to 100 tons pressure, single action, for straightening malleable iron castings. Bermasel-Representacoes Comerciais e Material Tecnico, Lda. (agent), P.O. Box 430, Oporto. WTD in preparation.

35423—PORTUGAL—Centrifugal casting machine, new or used, suitable for manufacture of tubes as per DIN 28511. Tube measurements: D 60 mm, length 3 m; D 80 mm, length 4 to 6 m; D 100, length 4 to 6 m; D 125, length 4 to 6 m; D 150, length 4 to 6 m. Bermasel-Representacoes Comerciais e Material Tecnico, Lda. (importer, agent), P.O. Box 430, Oporto. WTD in preparation.

355 Special industry machinery

● **35500—THAILAND**—Glass manufacturing machinery including melting furnace, glass forming machine and related equipment. Specifications call for supply and installation of all equipment, as well as construction of a plant ready for operation at Bangna, Bangkok.

A bid bond of Baht 2 million ($100,000) required. The bid must be submitted through a locally domiciled agent with Thai business registration. Tender No. Goh. Hor. 0700/1576, bid deadline Oct. 31. Glass Organization, Bangna, Off Sukumvit Road, Bangkok. (Specifications partly in Thai and partly in English.) ★(Telephone: 202-967-5585). A copy is also available for review at the Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

● **35500—VIET NAM**—Complete plant for animal feed, with an approximate capacity of 5,000 kg. per hour; paper bag equipment; and electric power plant. Bid deadline Sept. 15. Industrial Development Center, 40-42 Nguyen Hue Blvd., B.P.: 336, Saigon. ★(Telephone: 202-967-5585).

35513 — CYPRUS — Two fully automatic packaging machines: to package fruit jelly crystals in small paper packets; to fill and seal roasted nuts in polythene bags. New, small to medium size capacity. Quote c.i.f., include installation charges. People's Coffee Grinding Co. Ltd. (importer, distributor, manufacturer), P.O.B. 1812, Kaimakli, Nicosia. WTD 7/69.

35540—KOREA—One set of automatic machinery to produce cone paper used in manufacture of radio speakers, with adjustable controls for all standard speaker (or cone) sizes ranging from 2″ to 12″ and an hourly capacity of 2,500 pcs. Kyung-Wang Electronics Co. (manufacturer), 89 Pukchang-dong, Chung-ku, Seoul. WTD in preparation.

35594 — IVORY COAST — Machines to produce small rubber articles from liquid rubber. Correspondence requested in French. MA.CA.CI. M. Christian Puijanne, B.P. 20562, Abidjan. WTD in preparation.

358 Service industry machines

35811—GERMANY—Automatic merchandising (vending) machines. ABA System, Allgemeine Badische Automatenfabrik (importer, manufacturer), 22 Rauentalerstrasse, 755 Rastaat, B-W. WTD 6/69.

361 Electric transmission, distribution equipment

● **36100—INDIA**—Supply of four cathode ray oscilloscopes; general purpose, double beam; two standard signal generators; four electronics recording potentiometers; 24 moving coil type galvanometers. Tender No. ES-10/203/30/009/Cell-602, bid deadline Sept. 10. Requested by the Director General. Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi 1, India.

Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230★ (Telephone: 202-967-2939). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

● **36100—MALAYSIA**—Supply four each 11,000/3,300 and 3,300/415 V transformers totaling 8,800 KVA capacity; two each 3,300 V. 250 MVA air circuit breaker 7-panel switchboards; four each 415 V. 25 MVA air break circuit breaker, switchfuse, isolator and contactor boards totaling approximately 80 circuits. Reference TJB/1901/21, bid deadline Sept. 30.

Specifications available for approximately $24 from Preece, Cardew & Rider, Paston House, 165-167 Preston Road, Brighton BN1 6AF, Sussex, England. A copy of the precis pertaining to this tender is available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(Telephone: 202-967-4241), and also the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

● **36100—THAILAND**—Supply two sets of 69 KV circuit breaker, outdoor type. Tender No. MEA-PSD-165, bid deadline Sept. 16, Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok, Thailand.

Specifications available from The Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-4241). One copy available for review at the Department of Commerce, Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

36131—COLOMBIA—Supply, transportation, installation and start-up of several 115 KV, 4000 MVA circuit breakers and related equipment for expansion of substations located at Yumbo, Esmeralda and El Colegio. Bid date Sept. 9.

Specifications may be obtained for approximately $60 from Interconexion, Cable 37, No. 8-43, 7th Floor, Bogota. Partially financed by World Bank.

362 Electrical industrial apparatus

● **36200—BURMA**—Supply two each diesel generators 82 KVA, switchboards and accessories Tender No. DPES.26/69 bid deadline Aug. 30, Director of Procurement, Ministry of Defense, Rangoon, Burma. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-4241) and one copy also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(Telephone: 415-556-5868).

364 Electric lighting, fixtures

36427—BELGIUM—Portable lamps, fixtures, residential; deluxe quality only. Horas S.A. (importer), 144 Ave. Louise, Brussels 5. WTD 7/69.

366 Communications equipment

● **36600 — INDIA** — Supply of television equipment, microwave link, transmitting equipment, and a 16 mm. video camera with recording gear. Tender No. ES-4/2/210/34/108/CELL-546, bid deadline Sept. 30. Director General, Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi. ★(202-967-4823).

● **36600—IRAN**—Supply of telephone exchanges of various capacities, cables and associated equipment. Tender No. 788, 789, 875, 876, 877 and 925/48. Bid deadline Oct. 11. Iranian State Railways, Tehran. ★(Telephone: 202-967-4823).

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● **36600 — SINGAPORE** — Supply of 13 loading coils assemblies. Tender No. P1/40/69. Bid deadline Aug. 29. Gen. Mgr., Singapore Telephone Board, Telephone House, Hill St., Singapore 6. ★(Telephone: 202-967-4823).

381 Engineering, laboratory, scientific, research instruments

38112—BRAZIL—Laboratory, scientific, research instruments, associated equipment. direct purchase and agency. Don Baxter S.A., Attn: Rene Luks (importer, distributor, manufacturer), Rua Almirante Gomes Pereira, 72 Rio de Janeiro ZC-82 GB. WTD 7/69.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—INDIA**—Supply of four multiple position borehole extensometer complete with all accessories. Tender No. 1123/BPO/PR/51477/I-474, bid deadline Sept. 25. Requested by the chief purchase officer, Beas Purchase Orgn., Talwara Township, Distt. Hoshiarpur, Punjab, India. Terms and specifications available on loan basis from the Scientific & Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20203 ★(Telephone: 202-967-2939). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(Telephone: 415-556-5868).

● Supply of three strong motion accelerographs complete with accessories. Tender No. 1122/BPO/PR/56508/I-569, bid deadline Sept. 24. Requested by the chief purchase officer, Beas Purchase Orgn., Talwara Township, Distt. Hoshiarpur, Punjab, India. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-2939). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

● **38200 — PAKISTAN** — Supply of 4,725 single vacuum gauges, 6", with adaptor; and 842 duplex vacuum gauges. Tender No. PIC/25/2-69, bid deadline Aug. 27. Requested by the chief controller of purchase, Pakistan Western Railway, Empress Road, Lahore, West Pakistan. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-2939). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

384 Surgical, medical, dental instruments

38410—BRAZIL—Medical, surgical instruments; orthopedic appliances; equipment for blood banks. Direct purchase and agency. Don Baxter S.A., Attn: Rene Luks (importer, distributor, manufacturer), Rua Almirante Gomes Pereira, 72 Rio de Janeiro ZC-82 GB. WTD 7/69.

38410—PAKISTAN—Stethoscopes; blood pressure apparatus. Fazal Din and Sons, Attn: Mr. M. A. Sheikh (importer, manufacturer, agent), 53 Shahrah-e-Quaid-E-Azam, P.O. Box 344, Lahore. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

225 Knitting mills, products

22513—JAMAICA—Ladies nylon stockings. Lavelanet, Logan & Co. (agent), 99 Harbour St., Kingston. WTD 7/69.

249 Wood products

24995 — NETHERLANDS — Hickory hammer handles, all suitable for retail sale. Exclusive agency. Agentuur & Commissiehandel Themans; Attn: M. J. Themans (importer, agent), P.O. Box 115, Zutphen. WTD 10/68.

281 Industrial chemicals

28153—TAIWAN—Synthetic organic pigments. Requests literature, price information. Longhan Chemical Engineering Co. Ltd. (distributor, agent), 9 Lane 93, Section 3, Shin Sheng North Rd (P.O. Box 3499), Taipei. WTD in preparation.

282 Synthetic materials

28214—TAIWAN—Epoxy resins, silicone resins. Requests literature, price information. Longhan Chemical Engineering Co., Ltd. (distributor, agent), 9 Lane 93, Section 3, Shin Sheng North Rd. (P.O. Box 3499), Taipei. WTD in preparation.

283 Drugs

28340—ENGLAND—Pharmaceutical preparations, proprietary medicines. The D.D.D. Co. Ltd., (manufacturer, exporter), 94 Rickmansworth Rd., Watford, Hertfordshire. WTD 4/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28416—TAIWAN—Nonhousehold detergent. Requests literature, price information. Longhan Chemical Engineering Co., Ltd. (distributor, agent), 9 Lane 93, Section 3, Shin Sheng North Rd. (P.O. Box 3499), Taipei. WTD in preparation.

28423—TAIWAN—Paint removers. Requests literature, price information. Longhan Chemical Engineering Co., Ltd. (distributor, agent), 9 Lane 93, Section 3, Shin Sheng North Rd. (P.O. Box 3499), Taipei. WTD in preparation.

28440—ENGLAND — Cosmetics, toiletries, baby products. The D.D.D. Co. Ltd. (distributor, manufacturer, exporter), 94 Rickmansworth Rd., Watford, Hertfordshire. WTD 4/69.

28443—BRITISH HONDURAS—Cosmetic products for use by beauty salons. D.A.E. Prince (importer, agent, retailer), P.O. Box 106, Belize City. WTD 7/69.

307 Plastic products

30790—ENGLAND—Medical, surgical, veterinary plastics, particularly in fields of anesthesia, resuscitation equipment. Portex Ltd. (importer, distributor, manufacturer), Reachfields, Hythe, Kent WTD 6/69.

30792—FRANCE—Materials for sprayed-on insulation: products consist of powders made of plastic materials such as polystyrene, polyurethane or phenolic foams. Powder is mixed with water, then sprayed on building materials. Intermat (distributor, manufacturer), 21 rue des Sports, 81-Mazamet. WTD 7/69.

316 Luggage

31610—JAMAICA—Light weight suitcases made from fabric, vinyl. Lavelanet, Logan & Co. (agent), 99 Harbour St., Kingston. WTD 7/69.

317 Handbags, other personal leather goods

31710—JAMAICA—Ladies' handbags, medium priced, made from plastic, other materials. Lavelanet, Logan & Co. (agent), 99 Harbour St., Kingston. WTD 7/69.

329 Abrasive, asbestos, nonmetallic mineral products

32914—NETHERLANDS—Abrasive materials such as scouring pads, metal pads with cleanser, steelwool, sandpaper suitable for retail sale. Exclusive agency. Agentuur & Commissiehandel Themans; attn: M. J. Themans (importer, agent), P.O. Box 115, Zutphen. WTD 10/68.

335 Rolling, drawing, extruding of nonferrous metals

33522—PORTUGAL—Aluminum plate and sheet, flat and corrugated. SORVAL—Sociedade de Representacoes Vasconcelos Lda. (agent), Rua Artilharia um, 104-4°., Esq., Lisbon. WTD in preparation.

33524—PORTUGAL — Rolled aluminum rods, structural shapes. SORVAL—Sociedade de Representacoes Vasconcelos Lda. (agent), Rua Artilharia Um 104-4°., Esq., Lisbon. WTD in preparation.

33526 — PORTUGAL — Aluminum tube, other products. SORVAL—Sociedade de Representacoes Vasconcelos, Lda. (agent), Rua Artilharia Um, 104-4°., Esq., Lisbon. WTD in preparation.

33527 — PORTUGAL — Aluminum ingots. SORVAL—Sociedade de Representacoes Vasconcelos, Lda. (agent), Rua Artilharia Um, 104-4°., Esq., Lisbon. WTD in preparation.

342 Cutlery, hand tools, general hardware

34232 — NETHERLANDS — Garden tools and accessories, planes, cold chisels, wrenches, bolts, pliers, spanners, files, raspcutfile, soldering irons, all suitable for retail sale. Exclusive agency. Agentuur & Commissiehandel Themans; Attn: M. J. Themans (importer, agent), P.O. Box 115, Zutphen. WTD 10/68.

34250—NETHERLANDS—Saws, hacksaws, all suitable for retail sale. Exclusive agency. Agentuur & Commissiehandel Themans; Attn: Mr. M. J. Themans (importer, agent), P.O. Box 115, Zutphen. WTD 10/68.

34291—ENGLAND—Marine products suitable for pleasure boat market. South Western Marine Factors Ltd. (importer, distributor, exporter), 43 Pottery Rd., Poole, Dorset BH14 8RE. WTD 6/69.

34292—NETHERLANDS—Furniture hardware, sliding door hardware, doorclosers, weatherstrips, magnetic doorcatches, screen and shelf hardware, cabinet hardware lightweight two-way hinges, all suitable for retail sale. Exclusive agency. Agentuur & Commissie-

handel Themans; Attn: M. J. Themans (importer, agent), P.O. Box 115, Zutphen. WTD 10/68.

343 Heating apparatus, plumbing fixtures

34320—ENGLAND—Bathroom and shower fittings, shower units, sprinklers, faucets. ABK Holdings Ltd. (importer, distributor), 62 North End Rd., London W.14. WTD in preparation.

34320 — NICARAGUA — Plumbing fixture fittings and trim, brass goods such as traps, strainers, faucets, shower heads, flushing controls, accessories. Cardenal Lacayo Fiallos, Comercial, S.A. (importer, distributor, agent), Apartado Postal 621, Managua. WTD in preparation.

34330—ENGLAND—Stoves, heating appliances fired by bottled gas (calor or propane) for trailers, mobile homes. Agency, interested in manufacturing arrangements at later date. Whyman's Foundry Co. Ltd. (distributor, manufacturer), P.O. Box 100, Warrington, Lancashire. WTD in preparation.

34330—NETHERLANDS—Central heating equipment, gas and/or oil heated. Agency for Benelux countries. "AGPO" N.V.; Attn: J. H. Don, Sales mgr. (importer, distributor, agent), 24 Konijnenberg or P.O. Box 364, Breda. WTD 7/69.

345 Screw machine products

34521—NETHERLANDS—Screws, washers, hooks, fasteners, doorstops, other domestic hardware packed for retail sales, all suitable for retail sale. Exclusive agency. Agentuur & Commissiehandel Themans; Attn: M. J. Themans (importer, agent), P.O. Box 115, Zutphen. WTD 10/68.

34521—NETHERLANDS—Wide range advanced and special industrial fasteners such as self-tapping screws, socket screws, retaining rings, lock nuts, clamps, rivets, locknuts, latches, safety bolts. Exclusive representation for Benelux. N.V. Handelmaatschappij Douwes, Attn: Mr. D. F. A. Vermeer (importer, distributor), P.O. Box 774, The Hague. WTD in preparation.

349 Fabricated metal products

34941—ENGLAND—Range of high pressure valves up to 2" N/B and 3/6000 P.S.I. to include shut off, needle, non-return valves. Hipkiss Bros (Glynwed Screws & Fastenings) Ltd. (manufacturer), 20 New John St., P.O. Box 20, Halesowen, Worcestershire. WTD in preparation.

352 Farm machinery

35220—PAKISTAN—Farm machinery including wheel tractors, plows, listers, harrows, rollers, pulverizers, harvesting machinery. Birds Pakistan Agencies Ltd. (importer, distributor, agent), 103 Motijheel Commercial Area, P.O. Box 222, Dacca-2. WTD 7/69.

354 Metalworking tools

35410—ENGLAND—Machine tools; automatic turning, numerically controlled. Tarex (England) Ltd. (importer, distributor), 85 Richford St., Hammersmith, London W.6. WTD 6/69.

Interested in castings, forgings, fabrications, semi-finished and finished engineering products, not already available in United Kingdom, for sale to automobile, machine tool, electrical, hydraulic, mining industries. David W. Munson Ltd. (agent), 37-38 Haven Green, London W.5. WTD 6/69.

35411—NETHERLANDS — Drilling machines, hand operated drilling machines, all suitable for retail sale. Exclusive agency. Agentuur & Commissiehandel Themans; Attn: M. J. Themans (importer, agent), P.O. Box 115, Zutphen. WTD 10/68.

35451—NETHERLANDS — Cutting tools such as twist drills, counter sinks, threading tools, sawblades, taps, all suitable for retail sale. Exclusive agency. Agentuur & Commissiehandel Themans; Attn: M. J. Themans (importer, agent), P.O. Box 115, Zutphen. WTD 10/68.

356 General industrial machinery

35642—ENGLAND — Dust control equipment, dust collectors, filters. Collectron (Sales) Ltd. (agent), 5 Greenhills Rd., Cheltenham, Gloucestershire. WTD in preparation.

35670—ENGLAND—Accessories to industrial furnaces such as burners instruments, gas cleaners in glass, oil, chemicals, steel, nonferrous smelting and processing, lime steam generation, sugar beet and can, incineration, cement, ceramics, baggasse. M. H. Detrick Co., Ltd. (design, supply and erection of structures and linings for high temperature heavy industrial furnaces), 275/281 King St., Hammersmith, London W.6. WTD 6/69.

35690—THAILAND—Production, packaging machinery, equipment for pharmaceutical, cosmetic, food industries; particularly machinery for pilling, tabletting, liquid and powder filling, sugar coating, related operations. Equipment should be for small to medium production capacity. J. T. Trading & Co., (agent), 56/2 Pan Rd., Silom, Bangkok. WTD 1/69.

357 Office, computing, accounting machines

35711—ENGLAND—Digital and analogue electronic instruments, systems. Racal Instruments Ltd. (importer, manufacturer, exporter), Bennet Rd., Reading, Berkshire, England. WTD 6/69.

35731—SWEDEN—Small digital computers, A/D converters, multimeters; especially with BCD output. DATAMETRIX AB (importer, manufacturer, agent), 16 Alvägen, S-191 43 Sollentuna. WTD 7/69.

358 Service industry machines

35851—NETHERLANDS—Air conditioning equipment. Agency for Benelux countries. AGPO N.V., Attn. J. H. Don, sales manager (importer, distributor, agent), 24 Konijnenberg or P.O. Box 364, Breda. WTD 7/69.

35853—ENGLAND—Bar cooling equipment (including soft drinks); water chilling, ice making equipment; taps, carbonators. M. K. Refrigeration Ltd. (distributor, manufacturer), 15 Moorfield Rd., Orpington, Kent BR6 OHG. WTD 5/69.

359 Machinery

35990—ENGLAND—Flexible hoses up to 2" N/B and 3/6000 PSI. Hipkiss Bros. (Glynwed Screws & Fastenings) Ltd. (manufacturer), 20 New John St., P.O. Box 20, Halesowen, Worcestershire. WTD in preparation.

364 Electric lighting, wiring equipment

36426—SWEDEN—Electric lighting equipment, components, parts, accessories. Blom & Wessman Produkter (importer, distributor), 95 Rusthallarvagen, S-121 04 Johanneshov. WTD 7/69.

366 Communication equipment

36626—SOUTH AFRICA — Telemetering equipment: that is, equipment for remote reading and remote control of functions in electric power stations, chemical processing plant, oil refineries, steel mills. Interested in eventual manufacture under license. K. Baker Associates (Pty.) Ltd. (manufacturer, agent). Attention: Mr. Baker, P.O. Box 1257, Johannesburg, Transvaal. WTD 10/68.

36626—SWEDEN—Electronic military, industrial, commercial equipment. Stenhardt Komponentbolag AB (importer, agent), 89 Grimstagatan, S-162 Vallingby, Sweden. WTD 7/69.

367 Electronic components, accessories

36795—ENGLAND—Transducers. Agency,

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

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BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitz-Gerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

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DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

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MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

interested in manufacturing arrangements at later date. Coutant Electronics Ltd. (importer, distributor), 2/3/4 Trafford Rd., Richfield Industrial Estate, Reading, Berkshire. WTD 5/69.

36795—SWEDEN—Electronic components. Stenhardt Komponentbolag AB (importer, agent), 89 Grimstagatan, S-162 27 Vallingby. WTD 7/69.

Incremental tape recorders, readers, electronic counters. Datametrix AB (importer, agent), 16 Alvagen, S-191 43 Sollentuna. WTD 7/69.

Electronic components for professional equipment in military, civilian applications. Svenska Telekonbolaget AB (importer, agent), 328 Box, S-123 03 Farsta. WTD 7/69.

369 Electrical machinery, equipment, supplies

36930—ENGLAND—Electromedical apparatus, equipment in price range between $100 and $1,500. Agency, interested in manufacturing arrangements at later date. Sifam Electrical Instrument Co. Ltd. (manufacturer), Woodland Rd., Torquay, Devonshire. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

38110—ENGLAND—Scientific, analytical, automated equipment for laboratories. The Scientific Instrument Centre Ltd. (importer, distributor), Number One, Leeke St., London W.C.1. WTD 5/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38216—NETHERLANDS—Water and air pollution analyzers. Exclusive agency for Benelux. Technisch Adviesbureau Blommers; Attn: A. H. Blommers (importer, distributor), P.O. Box 8038, The Hague. WTD 3/68.

394 Toys, sporting goods

39410 — ENGLAND — Educational toys, teaching aids. Thomas Hope & Sankey Hudson Ltd. (importer, distributor, manufacturer), Hope Mill, Pollard St., Manchester, M60 OBJ. WTD 6/69.

399 Manufacturing industries

39993—NETHERLANDS—Tape measures, suitable for retail sale. Exclusive agency. Agentuur & Commissiehandel Themans; Attn: M. J. Themans (importer, agent), P.O. Box 115, Zutphen. WTD 10/68.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Leads for Importers

Commodities are offered direct unless specified

342 Cutlery, hand tools, general hardware

34211 — CANADA — Rare antique Sikh swords. Crown Equipment Co. Ltd. (wholesaler, exporter), 1011 Bleury, Montreal. WTD 7/69.

348 Fabricated wire products

34800—GUYANA—Rat and mouse traps made in dome shape; measurements 18" x 10" x 7"; mouse traps 9" x 7" x 4½"; made of wire and soldered joint wire netting with galvanized metal trap door. Can be shipped complete or in parts for easy assembly. DaSilvas' Watch & Clock Store, 67 Robb St., Lacytown. WTD 7/69.

399 Manufacturing industries

39900—GUATEMALA—All types of artisan, handicraft products such as native textiles, ceramics, wood carvings, hand-knotted wool rugs, toys, dolls, furniture, silver jewelry. Artesanias de Guatemala (government agency), 5a. Avenida 12-73, Zona 1, Guatemala City.

SHAPE posts tenders for control facility, workshop in Belgium

The Purchasing and Contracting Office, SHAPE, Belgium, has issued Tender Numbers 69-05 and 60-08, for the supply of a telegraph and telephone control facility and mobile microwave workshop for their location in Belgium.

Bid deadline Sept. 15.

Bid should offer telegraph and telephone bays, test equipment and spare parts required for the control facility. Microwave workshop consisting of van body with furnishings and fittings, electrical system, and various types of testing equipment.

Copies of tender announcement and specifications are available from SHAPE, Purchasing and Contracting Office, ACE Communications and electronics Equipment CANDE Division, SHAPE, Belgium; or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-4832).

A copy is also available for review to firms located in the United States at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Avenue, San Francisco, California 94102. ★(Telephone: 415-556-5868).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ABU DHABI—A Five Year Plan initiated in 1968, backed by oil revenues currently running around $200 million per year, provides for **50 schools and a public library in Abu Dhabi. Also, seven new hospitals and 16 clinics are planned.**

An 18-inch pipeline brings water across 120 km. of sand to the town of Abu Dhabi, and a desalination project to be completed by 1970 will supply Abu Dhabi with five million gallons of distilled water daily. A sum of $84,210,526 will be spent on the generation and distribution of power to increase the state's electricity generating capacity from its present 13 megawatts to 130 megawatts by 1972.

Work has already begun on an international airport, which will cost $12,631,578, and a temporary lighterage wharf will be completed at the end of the year to facilitate the import of goods until the larger harbor is finished in 1972.

ARGENTINA—The Government of Argentina has authorized the Secretariat of Energy and Mining to invite bids for the **aerial mapping of an area of about 700,000 square kilometers** (270,000 square miles) in the provinces of Neuquen, Rio Negro, Chubut, Santa Cruz and the National Territory of Tierra del Fuego.

The official budget estimate for this project is 700 million Argentine pesos ($2 million).

The formal call for bids will be announced shortly by the Secretariat of Energy and Mining.

AUSTRALIA—The Melbourne and Metropolitan Board of Works, Victoria, will shortly invite tenders for the **construction of a purification plant on a 1,400 acre site at Carrum, Victoria,** approximately 20 miles south-east of the city of Melbourne.

The project, known as the South Eastern Purification Plant Stage 1 of the South Eastern Sewage Amplification Scheme, will comprise the construction of a 64 mgd (Mean Dry Weather Flow) capacity activated sludge sewerage purification plant including: coarse screening, influent pumping, fine screening, preaeration, primary sedimentation, aeration, secondary sedimentation and holding basis. Also sludge digestion, gas handling, power generation, sludge disposal, chlorination and incineration facilities.

The site is to be landscaped, drained and fenced. The value of the contract will exceed $A20 million ($A1 = approximately $1.12).

The Board of Works intends to register suitable applicants who, by individual letter,

will be invited to tender for the work in accordance with the tender documents. Organizations with substantial experience who are interested in tendering for the whole project are expected to apply. Applicants accepted by the Board as registered tenderers will be so advised in December 1969. It is anticipated that tender documents will be issued to registered tenderers in February 1970 and that tenders will close in May 1970. The award of the contract will be granted approximately July 1970.

A brochure describing the purification works in more detail and application forms for registration are available to prospective tenderers on request in writing, quoting File No. 69/1126, to: Brown & Caldwell, Consulting Engineers, 66 Mint St., San Francisco, California 94103.

Completed application forms are to reach the Secretary of the Board of Works on or before 11 a.m. local time on Oct. 21. Applications must be supported by a statement of facts in detail giving the applicant's previous experience and achievements in carrying out similar comparable work on time, together with evidence that the applicant's resources are adequate in relation to this contract. Where joint ventures are proposed by applicants for the project, full documentation for each party is required.

The successful tenderer will be required to provide a performance bond for 30% of the contract amount and a payments bond for 15% of the contract amount. The bonds will be required in accordance with the forms included with the brochure which describes the work required, and the sureties for the bonds must be companies acceptable to the Board.

Before the closing date, the tenderer will also be required to inspect several nominated plants in North America and to inspect the site of the work.

BARBADOS—According to press reports the Inter-American Development Bank will finance half of the estimated total expenditure of U.S. $6 million for **Barbados airport expansion.** The project is to include extension of the runway, new terminal building, parking apron, taxiway, freight shed, car park, and navigational equipment, plus needed accessories.

CANADA—Plans have been announced by the firm Cal-Investments of West Vancouver, British Columbia for a **30-acre, $18 million, enclosed-mall shopping center** in Surrey, British Columbia to house two department stores, a super market, a theater, and 30 to 40 specialty stores. Planning and construction will take one and one-half to two years. The estimated opening date for the shopping complex will be Spring of 1971.

The Cal-Investments firm,in partnership in this development with J. E. Kelley Limited of Toronto, announced that the initial land and development cost would be $8 million and tenant participation would add another $10 million.

The Toronto firm, a reported leader in shopping center development, estimated that the population of Surrey, now 100,000, would generate $40 million in sales annually by 1976.

Cal-Investments has participated in several multi-million dollar developments in Canada, and J. E. Kelley Limited has developed office buildings and centers in several cities, including Ottawa's $30 million St. Laurent Mall.

U.S. suppliers and contractors may be especially interested in this new project because of its proximity to Vancouver and the U.S.-Canadian Border.

The MacKenzie Valley Pipeline Research Limited, a recently established Canadian organization, has announced initiation of a technological and economic feasibility study for the **construction of a 48-in. diameter crude oil pipeline** from the north slope of Alaska through the Yukon and Northwest Territories to Edmonton, Alberta, where it would connect with the Trans-Mountain pipeline for transport to British Columbia and the U.S. Pacific Northwest, and with the Inter-Provincial pipeline for transport to Eastern Canada and the U.S. Midwest.

MacKenzie Valley Pipeline Research Limited was formed by Trans-Mountain Oil Pipeline Co., Imperial Oil, Gulf Oil Canada, Shell Canada, and Atlantic Richfield Co. Results of the study, which is estimated to cost $1.5 million, are expected by the end of 1969.

GERMANY—The Minister of Federal Transport has announced a new **15-year plan for the construction and improvement of autobahns and Federal highways.** The plan, unequalled in Europe according to the Minister, will cover the years 1971-1985 and will require capital investments amounting to $23.25 billion (DM 93 billion).

The projects under this program and their estimated costs are as follows: New construction of autobahns and four-lane federal highways = $11.5 billion; renewal of existing autobahns, including expansion of 450 Km from four to six lanes = $2 billion; improvement and new construction of two-lane federal highways = $4.5 billion; maintenance, minor repair and improvement work, subsidies to communities for work in connection with federal highways, such as access roads and thoroughfares = $5.25 billion.

NIGERIA—The North-Central State Government has announced its participation in the establishment of a **$7,840,000 textile mill** in Zaria in partnership with the Davis firm of America (incorporated in West Germany).

Construction of the mill is to commence within several weeks and is expected to begin producing 15 million yards of brocade and upholstery material annually by 1971. The company has other investments in Nigeria, including another textile mill in Ado-Ekiti, a sack factory in Badagry and a tire factory in Benin.

Another textile factory, on a more modest scale, is being constructed in Zaria by Pakistani and local Nigerian interests. Italian equipment will be installed and the product will be colored woven cloth.

SAUDI ARABIA—The International Hotel Corp. for the Middle East is reportedly interested in becoming lessee of **two hotel-convention centers planned for erection** by the Government of Saudi Arabia in Riyadh and Mecca in the next two years. Also, the firm is considering leasing a private hotel in Jidda.

SOUTH AFRICA—The Cape Town Council has provided a total of R37 million (R1 = U.S. $1.40) to undertake **construction work,** according to press reports. Approximately R12 million of this amount has been set aside to finance a giant water augmentation scheme for Cape Town. During the next five to seven years at least R30 million is to be spent on the redevelopment of the central city road complex which will link up with the principal freeway system.

THAILAND—According to a recent statement by the Director of Civil Aviation, Government of Thailand, a budget of $7.2 million has been made available for the **expansion of Don Muang Airport and the renovation of the airport terminal facilities,** instead of $2-2.5 million as reported in INTERNATIONAL COMMERCE, Jan. 13. The improvements are to be made in preparation for jumbo jet traffic.

The Ministry of Communications disclosed that over $4 million has been spent for the runway overlay project and for construction of an apron for jumbo jet aircraft, both of which are nearly completed. The balance of about $3 million will be used for expansion of the terminal building and related facilities and installation of equipment.

Future construction summary available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in the INTERNATIONAL COMMERCE and *Commerce Business Daily* during April, May and June 1969, is available to U.S. firms from the International Liaison and Trade Opportunities (ILTO) Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The summary, which may also be reviewed at any of the 42 Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

A limited number of copies of the first quarter 1969 summaries is also available upon request and will be distributed on a first-come basis.

Argentina extends deadline on gas dehydrating plants

The Gas Del Estado, Alsina 1170, Buenos Aires, has extended the bid deadline for the purchase, installation and start-up of six natural gas dehydrating plants (absorption type) from July 30 to Sept. 1. (INTERNATIONAL COMMERCE, July 7, pg. 38).

New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

This identification symbol, which appears on each of the International Marketing Information Service reports, is also accompanying announcements made in this section.

Latest IMIS reports are:

Exhibitors Export Market Guide *(for Trade Center Show): Tokyo, Japan*—Vacuum and Cryogenics Equipment, Jan. 26-31, 1970, IMIS—69-69. 10 cents.

World Markets for U.S. Exports: Electronic Data Processing Equipment in Belgium, IMIS—69-123; Pumping Equipment and Parts in France, IMIS—69-120; Food Processing Equipment in France, IMIS—69-124; Power Driven Hand Tools in Germany, IMIS—69-119; Electronic Data Processing Equipment in the Netherlands, IMIS—69-125; and Electronic Data Processing Equipment in Switzerland, IMIS—69-121. 10 cents each.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***Korea Annual—1969.* Published by Hapdong News Agency, 1969. 640pp. $7.**

Designed to provide foreigners interested in Korea with information, in some detail, on all aspects of the Korean scene. This edition contains chapters on the economy, education, social affairs, government and history, and foreign relations. Included are a listing of the major Government departments and officials as well as the text of the laws relating to foreign trade and investment.

Write: Hapdong News Agency, P.O. Box Kwanghwamun 145, Seoul, Korea.

***Value Added Tax Glossary.* By Ursula Becker. Published by Fritz Knapp Verlag, Frankfurt/M. 140pp. DM 21.80 (about $5.40).**

As of January 1968, the German Federal Republic has replaced its cumulative, multi-stage turnover tax by a turnover tax system based on the value added.

On the strength of the directives of the Council of the European Communities regarding the harmonization of turnover taxes, other member states of the Common Market as well as non-members in Western Europe have adopted or plan to adopt a value-added turnover tax system which constitutes a basic change of the concepts of the previous national turnover tax laws. These changes have made it increasingly important to adequately translate the often specialized technical terms used in the pertinent legislation.

This Glossary covering the first harmonized tax in the Common Market should be of value to translators who are not well versed in the legal economic fields. Three-lingual arrangement make it possible to use the book as a translation aid in English, French and German speaking countries.

Write: Fred B. Rothman & Co., Law Books, 57 Leuning Street, South Hackensack, New Jersey 07606.

***Economic Survey of Finland.* Published by OECD. Paris. 1969. 80 cents.**

This booklet describes the growth and structural change of Finland's industry and foreign trade. It also contains data on the country's management of the economy, the 1967 devaluation and accompanying measures, and recent developments and prospects.

This is the latest report in a series of economic studies published annually by the OECD for its members.

Write: OECD Publications Office, Suite 1306, 1750 Pennsylvania Ave., N.W., Washington, D.C. 20006.

***Survey of Industrials: 1969.* Published by The Financial Post, Canada. 388pp. $8.**

This 42nd annual edition gives details on hundreds of individual Canadian companies, including information on sales, earnings, dividends, financial strength, directors, officers and subsidiaries. There is also a special tabulation of the price range of listed industrial stocks for the period 1961-1968.

The companies included in the volume cover a broad sweep of business activities —financial and real estate, merchandising and distribution, public utilities, iron and steel construction, primary and secondary manufacturing. The survey shows how these various groups performed in their last fiscal year.

Write: The Financial Post, 481 University Avenue, Toronto 2, Ontario, Canada.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Market Factors in Italy. OBR 69-42. 8pp. Among topics discussed in this report are the scope and nature of the market, geography, population, local tastes and preferences, consumer purchasing power, sales and prices, economic development, government factors, business factors, the U.S. share of the Italian market, market for selected commodities, and other sources of information.

Market Profiles for Africa. OBR 69-34. 44pp. This series of one-page summaries of 43 African markets includes all the independent states except Equatorial Guinea, for which insufficient information is available, and the United Arab Republic, which is covered in a companion report dealing with the Near East and South Asia. Because of space limitations, the smaller dependent territories of Africa are omitted.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Production and Trade of Business Machines in Principal World Markets.* Published by U.S. Department of Commerce/Business and Defense Services Administration. 24pp. 40 cents.**

This publication presents information on recent trends in the business machines industries in 20 representative countries. For each of the countries, it also includes statistical tables showing values of imports and exports of business machines.

Write: Sales & Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230.

***United States Plywood Exports, 1958-1968.* Published by U.S. Department of Commerce/Business and Defense Services Administration. 12pp. 10¢.**

Tables in this report show exports by area and country of destination and by type of plywood. The data was compiled from Bureau of the Census Report FT-410.

Write: Sales & Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230.

☆ U. S. GOVERNMENT PRINTING OFFICE 1969—392-308/6

Calendar *for international traders*

BALTIMORE—Sept. 5—Maryland Regional Export Expansion Council Meeting, Center Club, One Charles Street. Sponsors: Commerce Field Office, REEC.

BALTIMORE—Sept. 15—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

BALTIMORE—Oct. 8-Nov. 12—Six International Marketing Workshops, University of Baltimore, Charles and Oliver Streets, 7-9 p.m. Sponsors: Commerce Field Office, Maryland Port Authority and REEC in cooperation with University of Baltimore.

BOSTON—Sept. 19—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

CEDAR RAPIDS, IA.—Aug. 26—Export Workshop Dinner, Hotel Roosevelt, 6 p.m. Subject: "Expanding your sales in Western Europe," **Martin Stahl, director, Milan Trade Center,** and **Robert J. Morris, economic officer, U.S. Embassy, Paris.** Sponsors: Commerce Des Moines, Ia., Field Office, REEC, Cedar Rapids Chamber of Commerce.

CHICAGO—Sept. 2—Automotive Exporters' Club of Chicago, Builders Building.

CHICAGO—Sept. 4—In-Office Meeting, 1486 New Federal Bldg. Sponsor: Commerce Field Office.

CHICAGO—Sept. 11—International Trade Club of Chicago, LaSalle Hotel.

DETROIT—Aug. 26—Export Seminar, 445 Federal Building, 9:30 a.m. Sponsor: Commerce Field Office.

HAMBURG, GERMANY—Sept. 29—FCIB International Round Table Conference on Finance, Credit and Collection Problems (11th in a series), Atlantic Hotel, 9 a.m.

HONOLULU—Sept. 17—Export-Import Workshop, Suite 286, Alexander Young Building, 10 a.m. Sponsors: Commerce Field Office, SBA.

KANSAS CITY—Aug. 28—Export Development Workshop, Federal Office Bldg., 911 Walnut Street, 2-4 p.m. Sponsors: Commerce Field Office, REEC.

LOS ANGELES—Sept. 26—Export Expansion Seminar, 9:30 a.m. Sponsor: Commerce Field Office.

MADISON, WIS.—Sept. 19—Governor's Annual Export Expansion Conference, "Export Prospects in South America," Wisconsin Center. Sponsors: Commerce Milwaukee Field Office, Governor Warren P. Knowles, REEC.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

NASHVILLE—Sept. 9—First of five sessions of an Export Educational Seminar, Belmont College. Topic: "Introduction to Exporting and Government Services." Sponsors: Commerce Memphis Field Office, REEC, Belmont College.

NEW YORK—Aug. 26-27—Businessmen's Consultation, **Ollie B. Ellison, economic-commercial officer, U.S. Consulate, Bremen, Germany.** Sponsor: Commerce Field Office.

NEW YORK—Sept. 2—FCIB Round Table Conference on Foreign Finance, Credit, Collection & Exchange Problems. Advertising Club, 23 Park Ave., 1:30 p.m. Chairman: J. W. Welsh, executive vice president, Continental Bank International.

NEW YORK—Sept. 9-10—Businessmen's Consultation, **Wilbur Wright, economic-commercial officer, U.S. Embassy, Rome.** Sponsor: Commerce Field Office.

NEW YORK—Sept. 16—FCIB Hardware-Automotive & Allied Trades Group Meeting. Advertising Club, 23 Park Ave., 12:30 p.m. Chairman: Irving Heps, export credit manager, American Standard, Inc.

NEW YORK—Sept. 18—FCIB Drug, Chemical & Food Export Club, Advertising Club, 23 Park Ave., 12:15 p.m. Chairman: Herman M. Beltzer, director of treasury services, Revlon, Inc., N.Y.

NEW YORK—Sept. 22-23—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

NEW YORK—Sept. 23—FCIB Publishers Export Credit Group, Advertising Club, 23 Park Ave., 4 p.m.

PHILADELPHIA—Sept. 17—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

PHOENIX—Sept. 18—Export Workshop, Room 5413, Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

ST. LOUIS—Sept. 9—"Show You" Export Workshop, Conference Room, Federal Building, 2 p.m. Sponsors: Commerce Field Office, REEC.

SAN FRANCISCO—Oct. 13-17—"The High Technology Firm in International Operations," theme of seminar for engineering and related technology firms operating abroad. Sponsor: University of California, Berkeley.

SAVANNAH—Sept. 11-12—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

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